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The Editor's Page

Work-History of Each Employee Needed

It becomes increasingly evident in the administration of the National Labor Relations Act, according to the Bulletin of the American Warehousemen's Assn., that employers should, in their own protection, maintain complete, detailed records of their relations with every employee that gets on their payrolls. In its report on this question, the Bulletin quotes a warning issued by the Employers' Assn. of Chicago, as follows:

"The many rulings and decisions of the National Labor Relations Board demonstrate conclusively the absolute necessity of employers maintaining employment records that will graphically portray the complete work-history of their employees.

"These records should show a continuing history as to the ability, efficiency, habits, earnings, and general reliability, breach of rules and regulations and reasons for lay-offs or dismissal of all the work people.

"Inferior workmen have been induced to join unions, having been previously assured that the employer could not discharge them and, should this occur, the union would file charges before the Labor Board, claiming discrimination. Many employers, having discharged or laid off employees for cause, have subsequently been called before the Labor Board and, being unable to substantiate their action by documentary records, have been ordered to reemploy the workmen with full compensation from the date of discharge or lay-off to the date of offer of reinstatement.

"No employee should be discharged for violating company rules without having first received at least two warnings. A written record of all warnings given employees should be kept. This record should indicate the nature of the violation, the date, and time and should be signed by the foreman or supervisor giving the warning.

"An employee doing inferior work, that is, work not up to standard, should be made acquainted with this fact. If the work continues to be inferior after notice, an attempt should be made to transfer him to some other task. Actual severance from the payroll should be resorted to only when it is conclusively shown that he can not be fitted into any of the company's operations.

"In the event that a lay-off or discharge becomes necessary, a detailed 'Separation' or 'Termination' report should be filled out and kept. This report should give the reason for the separation plus a brief résumé of the employee's work-history. All employees severing their connection, whether voluntarily or by request, should be interviewed by a representative of the personnel department or some other officer of the company.

"Not every company will find it feasible or desirable

to use all of the various kinds of employment records now on the market. But the maintenance of complete records as to the work-history of employees is necessary if the employer desires to be able to substantiate his reasons for the lay-off or discharge of employees if charges are filed with the Labor Board."

Annual Wages to Workers

THE American Management Assn. at its parley in Pittsburgh, recently, brought out facts to stress the value of employment stabilization and the payment of annual wages. Annual wages would be paid to the workers representing a permanent force to take care of minimum production for the year. Additional so-called temporary employees needed for production beyond the minimum would be on an hourly basis.

If a company found it impossible to avoid seasonal peaks in the minimum production scheduled, an agreement would be made with the permanent employees to provide certain maximum longer hours for them without overtime for a limited number of weeks during the busy season. Shorter hours would prevail during the slack periods.

The Pettengill Bill

IF one were needed, a death blow was struck against hopes of Pettengill bill proponents May 9, when the Senate was warned that a filibuster will be launched if any attempt is made to bring the measure up for vote.

Experience has shown that no bill has a chance of passage in the face of a filibuster—the parliamentary method of "talking legislation to death."

The threat came after Senator Royal S. Copeland of New York had read a protest against repeal of the long and short haul provision, from the Council of the City of New York.

Nothing but a demand by the White House that Congress remain in Washington to legislate a new recovery program and acquiescence of Capitol Hill in such a demand—neither of which is likely—can save the Pettengill bill now.

Thus, the fight by railroads for rate-making privileges that have been described as destructive of motor transporting and harmful to inland warehousemen, is headed for the same fate it has met bi-ennially since it was first launched in the early 1920's.

With the end of the current session, the 75th Congress goes out of existence. That means that the Pettengill bill, if it is to be revived, must start

from the beginning, with the introduction of a new bill, reference to committee, complete new hearings, etc. No legislation survives the end of a Congress, unless, of course, it is enacted into law; all bills pending are automatically killed.

Until recent weeks, every indication pointed to adoption of the measure which would permit railroads to charge less for a long haul than for a short haul over the same route. But the picture was illusory. Up to that time, only the railroads had been heard and the proceeding was, for all practical purposes, an *ex parte* one. But when trucking interests, warehousemen, and civic bodies turned loose their guns, and when the strength of the Interstate Commerce Commission was placed behind the anti-repealers, a different outlook appeared.

In the past few years, the small town merchant has grown to be a political power. That was demonstrated when the Robinson-Patman bill outlawing price discriminations was adopted. And the small-town storekeeper is very much opposed to the Pettengill bill. Naturally, the railroads desire the business over the "long hop" which jumps over the intermediate towns and gives the merchants in the large cities at either terminus of the rail trip a freighting advantage.

Entry of the "little business man" into the political picture gives the truckers, warehousemen, and dwellers in cities intermediate of two large communities, a powerful ally against the Pettengill bill. Its likelihood ever of being enacted is less bright today than it was a dozen years ago, this in spite of the effort and money that has been poured into the drive over a decade.

Why Stand in Line?

REPORTS from warehousemen of long waiting lines for *DandW* when it comes in each month are occurring with such frequency that we take this opportunity to spread on the record a very good solution to the problem, namely, enter more subscriptions for the paper.

During the past year, a large number of the shipper readers of *DandW* found they were confronted with the same problem, but they solved this question by voluntarily doing the very thing we suggest of the warehousemen.

An Anniversary for DandW

THE next issue of *DandW*, namely the July number, will represent the first anniversary of the new editorial and business management that took over the direction of this 37-yr. old magazine last year.

Since that time, many changes have been made, all in conformity with a definite policy so arranged as to make possible a clear-cut improvement from month to month in serving the readers and advertisers.

With all due modesty, the management feels that its program for constant improvement has been carried on and this is verified by many letters from readers who have voluntarily written their appreciation of what has been accomplished.

However strong the urge on our part to rest on these plaudits, it would, indeed, be presumptuous to do so, for the goal for which we achieve is still a long distance away. Much water will have gone

over the dam before the perfection sought is reached.

In the meantime, we shall continue growing and improving and with the sincere hope that our readers will spur us on as in the past with their appreciation and kindly advice.

Materials Handling Forum

THIS issue of *DandW* starts a new service for its readers, namely, a Materials Handling Forum. This department is being handled by a man who, for many years, has had intimate contact with the problems of saving time and effort in the routing and handling of factory and warehouse materials and supplies.

This Forum provides a place for the discussion of problems and their solutions, all for the sake of making further economies. Upon such discussions and presentation of problems will depend the future value of this new department. The readers are, therefore, asked to make this department a clearing house for all questions and information that will be of value to all others interested in this subject. They are also asked to participate in the discussions in order that a clearer understanding may be obtained on all questions.

Business Upturn

IT is expected that a substantial business recovery will take place this Fall. A number of concerns have notified their employees to take their vacations in June and to be back at their desks in July and August, when the expected upturn, it is felt, will take place.

More than half of the members of the National Association of Credit Men are convinced as a result of a recent survey that a recovery will be made in the Fall. Others look for an upturn in the coming Winter, while some, a small minority, believe it will occur in 1939.

The Credit Men's survey also revealed that, despite the recession, three-quarters of the association's members are experiencing better sales thus far in 1938 than they did in the same period of 1937.

Sales and the Laws

LEGAL requirements under such laws as the Robinson-Patman act, Miller-Tydings act, Feld-Crawford act and the Wheeler-Lea act are making life for the average sales manager a pretty hectic one. Instead of giving his full time to the production of business, he is hampered in that respect by efforts to comply with the increasing legal requirements. The situation is becoming serious, and unless something is done to curtail further laws being enacted, the whole economic machinery will be slowed down even further.

It would be better to allow sales managers to assimilate present regulations, if possible, before taking from them further time that should be spent in their primary function of producing sales.

Sales produce orders, orders create production, production gives employment, and employment pro-

duces buying power. Curtailed fulfillment of this economic order, therefore, materially affects business in general.

Barge Canal Tolls Hearing

The committee on appeals of the Constitutional Convention has fixed a hearing for June 8 at 2 p.m. in the assembly chamber, Albany, N. Y., on a proposal for charging of tolls on the state canal system.

Port and Harbor authorities as well as shippers and other business interests are expected to enter objection to the proposal.

N. Y. Warehousemen Not in Favor of Regulation

At its meeting May 19, the Warehousemen's Association of the Port of New York reported that though its members were opposed to Federal, state or local warehouse regulation, they would welcome the issuance of certificates of convenience and necessity in order to keep conditions in the industry on a desirable basis.

The meeting was notified that insurance rates on New York City warehouse commodities would be lowered in fireproof warehouses on an average of 6 to 7 per cent and in non-fireproof warehouses on an average of 18 per cent. The greater reduction in non-fireproof buildings was explained as being due to the fact that this was the first reduction that has been made in many years.

The meeting also went on record as being opposed to any change whatsoever in the present Maritime Commission ruling concerning penalty charges on goods at piers left there beyond the legal time.

Uniform Receipts Act in Georgia and Kentucky

South Carolina and New Hampshire are now the only states that have not adopted the Uniform Warehouse Receipts Act. On April 20, Governor Chandler, of Kentucky, approved Bill No. 20 which was introduced to repeal a prior enactment of Senate Bill 106. The latter, however, contained several inaccuracies that could be remedied only through more legislation and as a consequence Bill No. 20 was introduced.

At a special session of the state legislature of Georgia this year, the Uniform Warehouse Receipts Act was passed and on Feb. 16 the signature of Governor Rivers made it a law.

South Carolina's General Assembly on March 7 introduced House Bill No. 2080 which was referred to the House Committee on the Judiciary. No further action has been taken on it, though, it is stated, there is no objection to its enactment.

Coffee Crop Brazil Estimated

The Brazil coffee crop for 1938-'39, it has been estimated, will be 24,000,000 132-lb. sacks. To finance elimination of the excess, the National Coffee Department will tax each sack of coffee produced 11 cents. The department will fix the proportion of coffee to be eliminated.

Texas Warehouses for Government Wool and Mohair

It is indicated that an ample number of warehouses for storage of Government loan wool and mohair in Texas will meet the required qualifications and be licensed in the near future, according to Otto Meerscheidt, regional manager at San Antonio for the Reconstruction Finance Corporation loan agency. Already ten such warehouses have been officially approved. Approval of warehouses will be limited to only recognized wool and mohair market centers.



Fritz J. Frank, president of D and W

DandW's President Owner of Prize Dogs

As many readers of *DandW* are dog fanciers, they will be interested in knowing that Fritz J. Frank, president of *DandW*, is an ardent dog fan, and that only recently his Chicora Citation, a white, black, tan and ticked setter, repeated his victory of a year ago by taking first place in the amateur all-age stake in the 27th annual field trial meeting of the Orange County Field Trial Club at Verbank, N. Y.

Major Moore, also owned by Mr. Frank, took third prize May 1 in the open all-age stake of the Sport and Conservation League at Middletown, N. Y. This white and liver pointer points with a high head and tail, but was rated lower, perhaps because he was down in the second brace when only four quail were released, two of which flew off the course. Honorable mention at the same meeting was given Chicora Two Spot, also owned by Mr. Frank.

Mr. Frank is a member of the board of governors of the Jockey Hollow Field Club. Mrs. Frank is president of the American Chesapeake Club.

Seattle Warehouses Closed Saturdays

The merchandise warehouses of Seattle have inaugurated a new plan of closing hereafter on Saturdays. W. G. Dickinson, secretary of the Seattle Warehousemen's Assn., stated that operators of the merchandise warehouses had decided it more economical to close Saturdays on account of small volume of business at the weekend. They had been closing at 1 p. m. The household goods warehouses, however, and the cold storage plants of the Puget Sound city, are not affected by this decision.



General view of the Gerber plant at Fremont, Mich.

SPOT STOCKS MADE NECESSARY WIDE DISTRIBUTION

AS an object in life, on the part of a commercial enterprise, what could be more commendable than a desire to help infants to a better start in life? Nothing less than that has been the objective of the Gerber Products Co., organized in 1928, and located at Fremont, Mich., 45 miles north of Grand Rapids, in Newaygo County. In the short period of 10 yrs. the distribution of the Gerber products has taken on worldwide proportions.

Right from the start the business of this company has enjoyed a steady and constant growth, and it wasn't long before these products could be purchased in many of the larger cities—Miami, Fla.; Portland, Me.; Seattle, Wash.; Los Angeles, Cal.; Chicago, Ill.; New York City; St. Louis, Mo.; and a number of others. At the present time, in spite of the fact that there are numerous competitors in the field, a conservative estimate of the grocers and druggists who are ac-



How Gerber has planned for the display of its products at the stores.



Tractor-trailer delivery units, illustrated to catch the children's eyes

The Gerber Products Co. carries spot stocks in the following 46 warehouses and jobbers stocks

Shaw Warehouse Co.,
Birmingham, Ala.
Moeller Transfer & Storage Co.,
Montgomery, Ala.
Central Warehouse & Storage Co.,
Los Angeles, Cal.
George W. Metlar Co., Inc.,
San Francisco, Cal.
Kennicott Warehouses, Inc.,
Denver, Colo.
Terminal Refrg. & Whsing. Corp.,
Washington, D. C.
Central Warehouse & Distr. Co.,
Jacksonville, Fla.
General Warehouse & Storage Co.,
Miami, Fla.
Warehouse, Inc.,
Tampa, Fla.
Martin & Zeagler, Inc.,
Atlanta, Ga.
Indiana Terminal Warehouse,
Indianapolis, Ind.
Sioux City Storage & Fdg. Co.,
Sioux City, Iowa.
Louisville Public Warehouse Co.,
Louisville, Ky.
Rebecca-Fabacher Co.,
New Orleans, La.
The Terminal Warehouse Co.,
Baltimore, Md.
Congress Stores, Inc.,
Boston, Mass.

Midway Terminal Warehouse,
St. Paul, Minn.
Crooks Terminal Warehouses, Inc.,
Kansas City, Mo.
St. Louis Terminal Whse. Co.,
St. Louis, Mo.
Cooney Brokerage Co.,
Butte, Mont.
Pacific Storage & Whse. Co.,
Omaha, Neb.
Springer Transfer Co.,
Albuquerque, N. M.
Lederer Terminal Warehouse,
Buffalo, N. Y.
Independent Warehouses, Inc.
New York City.
American Brokge. & Whse. Co.,
Charlotte, N. C.
Cincinnati Mdse. Whses., Inc.,
Cincinnati, Ohio.
National Terminals Corp.,
Cleveland, Ohio.
Columbus Term'l Whse. Co.,
Columbus, Ohio.
Public Warehouse Co.,
Oklahoma City, Okla.
Joe Hodges Frfr. Warehouses,
Tulsa, Okla.
Oregon Transfer Co.,
Portland, Ore.

Merchants Warehouse Co.,
Philadelphia, Pa.
Duquesne Warehouse Co.,
Pittsburgh, Pa.
E. L. Cook & Co.,
Chattanooga, Tenn.
John Poston Stge. Whse.,
Memphis, Tenn.
Merchants C.S. of Dallas, Inc.,
Dallas, Texas.
El Paso Frpf. Stge. Co.,
El Paso, Texas.
James & Harwell,
Houston, Texas.
Security Bond. Whse. Co.,
San Antonio, Texas.
Dooly Term'l Whse.,
Salt Lake City, Utah.
C. C. Waddill Co.,
Norfolk, Va.
Farrar Whse. Corp.,
Richmond, Va.
H. L. Lawson & Son,
Roanoke, Va.
Walter J. Russell Whse. Co.,
Seattle, Wash.
Riverside Whse., Inc.,
Spokane, Wash.
Wetzler & Gruse,
Milwaukee, Wis.

BY RAPID GROWTH AND

By M. D. Kimbell, Traffic Manager
Gerber Products Co., Fremont, Mich.

Below—Withdrawal order and monthly stock report used by Gerber. The white copy of the withdrawal order is left at the warehouse for shipping instructions; other copies are sent to the home office and broker for record purposes. The stock report is returned from the warehouse to the home office each month.

[illegible]

tively selling the Gerber products places the number at 90,000.

Such being the company's phenomenal growth, it can easily be seen that the public warehouse has played an important part in the distribution of the Gerber Strained Vegetables almost from the very beginning of the venture.

When first introduced to the public, the idea of feeding infants strained vegetables was so new that it was necessary to carry on a campaign of national advertising and education addressed to mothers and prospective mothers. Under ordinary circumstances such a procedure would have been suicidal, but in the case of the Gerber products it was the only course, since nothing of the kind had ever been handled through the grocery and drug store trade.

In opening new territories the company first endeavors to place the merchandise with jobbers, and

(Continued on page 47)



Governor Clarence D. Martin
of Washington

Dawn of New Era

at

SEATTLE

Shippers to Benefit Materially.
Both Governor Martin and the
Newly Elected Mayor Langlie
See Eye to Eye on the Ques-
tion of Improving Conditions
for Out-of-State Business



Mayor Arthur B. Langlie
of Seattle

MARKETING conditions in Seattle, Wash., and the state of Washington will improve materially in coming months, due to the heartening of business men by the election and inauguration of Arthur B. Langlie as mayor of Seattle.

Much has been published during the past 2 yrs. about labor domination of Seattle, through the combination of Dave Beck, of Seattle, international vice-president of the Teamsters Union, and the late Mayor John F. Dore, who had frankly declared that he owed his election to Beck and that his would be a labor administration.

Business Men Elated

Business men who had been disheartened to the point of discouragement by the Dore-Beck labor dictatorship, immediately took heart, for Langlie's election meant not only an end to intimidation and violence but also a sane city administration in other respects. As a councilman, Langlie had shown his independence and good sense by making a successful fight against a city occupation tax and other proposed tax measures which would have further discouraged investment and new business in Seattle.

The Seattle election is hailed as marking the turn of the tide in the Pacific Northwest. Governor Clarence D. Martin in a bristling speech stated: "I say it is time to encourage business, because business provides jobs and jobs wealth, and wealth means tax money for schools, highways and social security." And touching on taxes, he declared, "I tell you right now, there are not going to be any more taxes imposed on the people of this

state. We can solve all our problems with the money we now take in.

"Consequently, we must insist on a better understanding of, and a more unselfish approach to, the problems and the difficulties of private industry and business. We must understand, and believe, that there can be no permanent recovery, no enduring prosperity and happiness, unless men have the opportunity to work, and the man with an industry or a business has the free right to conduct his operation without undue interference and without tribute. You cannot harass industry on one side and threaten to tax it recklessly on the other side and expect it to grow—and we must understand that industry and business cannot long exist where they cannot grow.

"I have continued to urge this old-fashioned philosophy with a heartening response from the great majority of our citizens, and I have the utmost confidence in giving this assurance: So far as the State of Washington is concerned, there will be no successful attempt to increase general taxes, no successful attempt to single out industry and business for special taxation, and no successful attempt to restrict men, industry and business in their fundamental right to live, build and grow."

Langlie's Policy

Mayor Langlie stated, "My taxation policy is simple; to avoid duplication of taxation which imposes too great burdens on business and production, and to spread taxation necessary to support the Seattle city government over as wide a base as possible, so that no one will be hurt.

"As a member of the city council, I fought successfully against enactment of a city occupation tax because the state is collecting an occupation tax. A similar levy by the City of Seattle would make it extremely difficult for many small businessmen to survive.

"When all possible economies in operation have been effected, the City of Seattle will be still short of revenue to maintain its essential services efficiently. We are now moving to obtain allocation to cities of a percentage of the state collected revenues to obtain funds to balance our budget.

"We have the cooperation of the Governor and a very good prospect of obtaining much additional revenue in a reallocation of state funds. Should this additional revenue fail to balance our budget, we must, of necessity, devise some revenue raising measure not now in use by the state and not burdensome on business and industry upon which the prosperity of our people depends."

Warehousemen Active

Seattle's warehouses played an important, and a very willing part in the killing of the proposed city occupational tax, long pending before the council. They point with pride to their contribution in the awakening of Seattle to these vital issues.

The warehousemen, moreover, are doing everything possible to secure more favorable consideration for out-of-state accounts in the matter of taxes. They are not asking anything for themselves nor for local accounts, but cannot see why shippers in New York or Illinois or North Carolina be forced to pay for Seattle's past mistakes.

MATERIALS HANDLING FORUM

Conducted by

MATTHEW W. POTTS

THE FORUM will provide a place where the manufacturer or the user may set forth opinions regarding materials handling equipment and methods now in use or contemplated. If you have a problem on which you desire assistance—write the Forum. If you have ideas as to how to improve handling methods—write the Forum. Questions regarding the best type of equipment for handling specific commodities are pertinent; as are questions regarding the adaptability of various types of equipment for a specific problem or installation.

D and W has always been interested in the subject of materials handling, and has published many articles on this important subject.

"Labor Saving" Misunderstood

In the past, many shipper and warehouse executives have not been as interested, as they should be, in their handling labor cost, but recently, at the Pittsburgh convention of the American Warehousemen's Association, the following statement was made:

"There is one thought very prominently in my mind with reference to holding down warehouse handling costs in view of the increased wages now being paid by the industry in general.

"When wages per hour have been increased from 35 cents and 40 cents to 60 cents and 80 cents, it becomes very urgent that the industry begin to study labor saving devices in the warehouse as applied to the handling of commodities in general."

Editor's Note

The above statement is important because it points to the greatest warehouse cost, namely, "Handling." However, the use of the term "labor saving device" should not be used, as materials handling cost reduction is not necessarily based solely on labor saving.

The term "labor saving" implies elimination of labor, that is, direct labor, and the use of this term leads to misunderstanding between employees and employer. It is bet-

ter to think of materials handling equipment, or methods, from the standpoint of safety to the employees by reducing accident hazards, and from the point of floor and plant maintenance, and also from the standpoint of more efficient service for the warehouse customer by the saving of time on receiving and shipping merchandise.

To accomplish better materials handling, it is not always necessary to buy equipment, because sometimes modification in the building, such as providing an additional door, or a better loading dock, or a better arrangement of aisles, will materially reduce handling costs.

Four-Wheel Trucks Lower Costs

At this same convention, the following statement was also made:

"We have been able to hold down our labor costs by materially increasing the number of four-wheel warehouse trucks in our plant. We have made no study of the figures involved, but we do know that we have expedited our handling and have reduced our costs, even though we cannot specifically point to exact figures."

Editor's Note

Many warehousemen have made similar additions to equipment, but it is unfortunate that no records have been kept, to show that the equipment paid for itself by increased efficiency. However, the above statement indicates that by adding a few more trucks or additional plant equipment, some sort of improvement was noticeable, and there is no doubt that this equipment has paid for itself, at least the purchaser is satisfied that he made a good investment. Possibly some of our readers have kept records on installations that they have made of a similar character. If so, the "Forum" would be pleased to receive such figures, with the idea of publishing them for the benefit of the industry.

Since practically every warehouse, regardless of size, uses a hand truck of the two-wheel, three-wheel, or four-wheel type, the question of hand trucks is something that every warehouseman is interested in.

Steel Wheels vs. Rubber Tire Wheels

Again referring back to the convention minutes, we quote:

"During the past year we have experimented with four-wheel warehouse trucks equipped with rubber tires. We have tested two different makes of trucks and tires, and our men have come to the conclusion that they would

rather use a steel wheel than a rubber tired wheel. The investment costs of rubber tired wheels are so much greater than that of steel wheels, that the investment charges would more than off-set the cost of floor repairs, due to the use of steel wheels.

"We think your committee should summarize the experiences of different warehouses, with trucks of different types of wheels. The information would be valuable to all warehouses."

Editor's Note

The foregoing is a subject which is very controversial, and one where a broad general statement is not permissible, because in considering any type of wheel or truck, it is necessary to take into consideration several factors, a few of which are as follows:

- 1—Type of floor.
- 2—Length of haul or movement.
- 3—Type of truck.
- 4—Are door sills, elevator sills, or ramps encountered in the movement?

Each of the foregoing facts have a direct bearing on the type of wheel to be used, as for example one warehouseman has the following to say:

"In regard to handling four-wheel trucks with rubber tires, some say that they are harder to pull or push when equipped with rubber tires. We have had some experience in Detroit with rubber tires, some in Chicago, and we find that a rubber tire is somewhat harder under some circumstances.

"Most all of our four-wheel trucks are equipped with caster wheels at one end, and if the caster wheel is not in running line with the load direction, so that after you get the load on the truck, it is necessary for the swivel to make a turn, it will be harder.

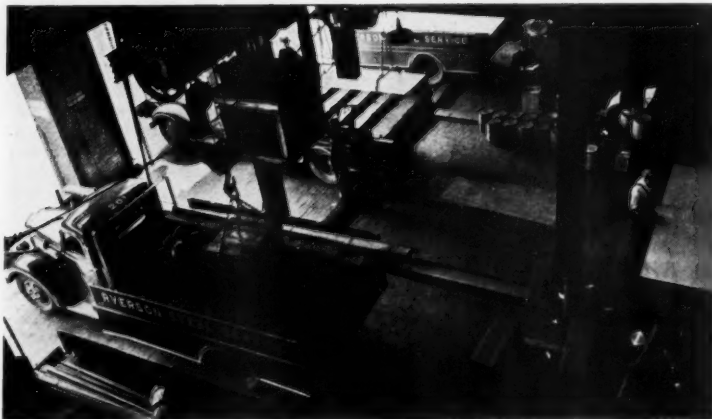
"That can be compared by twisting on your toes with an ordinary leather sole to your shoe, as compared with wearing rubber. It is harder with the rubber than it is with leather, but if the men get the 'hang of it' they will soon find that if they get their swivel in line with their trip, so that it is not necessary to make that twist afterwards, it is much easier with the rubber tired truck, and easier on the floor, of course."

The above statements are made by a warehouseman, and the "Forum" wants to add its comment at this point. Theory and experience prove that rubber tired wheels on four-wheel trucks, especially where small diameter
(Concluded on page 56.)

RYERSON

THE story of Joseph Ryerson reads like a Horatio Alger book—thrown out of employment in Philadelphia because the firm he worked for went out of business; his migration westward to settle as a selling agent in Chicago for a Pittsburgh iron manufacturer; wiped out by the fire of 1871, he was forced to start anew; step by step the business expanded until today the name of Joseph T. Ryerson & Son, Inc., is known in the steel trade of the entire nation as the "Home of Immediate Steel."

From small beginnings the business, started in 1842, has grown steadily until it is now represented by ten large and complete steel service plants located in ten of the principal steel markets of the country. In each of these ten cities—Chicago, Milwaukee, St. Louis, Cleveland, Cincinnati, Detroit, Buffalo, New York, Philadelphia, and Boston—are found huge warehouses, sometimes covering many city blocks, which serve as storage and operating areas. Passing through any one of these buildings one sees large stocks of heavy structural sections, bars, and plates. Twenty-one different kinds of steel sheets are carried in the heated buildings. There are stainless steels for architectural, industrial and home use; heat and cor-



Swinging loads onto motor trucks for delivery to the metropolitan district

PROMPT FILLING AND HAVE BEEN IMPORTANT STEEL FIRM ROUNDING

rosion resisting steels; heat-treated alloy steels; abrasion resisting steel; floorplate and safety treads, etc., and even machinery and tools for metal working.

The company specializes in "immediate shipment" service. The term "Home of Immediate Steel" means exactly what it says. Steel of every description is carried in all the ten strategically located

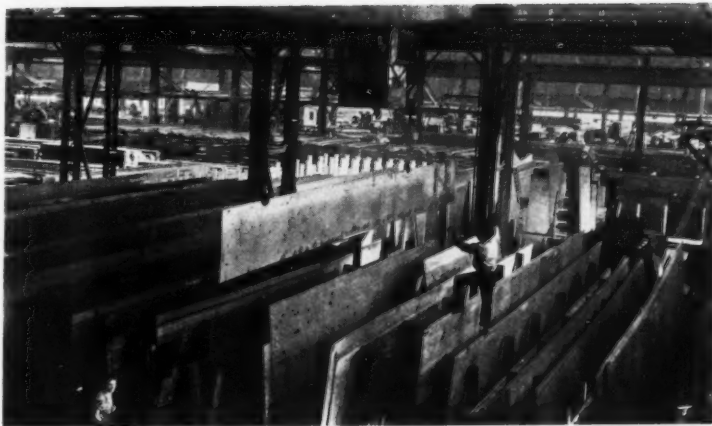
warehouses so that manufacturers, builders, sheet metal workers, machinists, metal fabricators, and all factories using steel in production and maintenance work may get on short notice whatever type of steel they may need, in a surprisingly short time, all due to expert operating, dispatching, and traffic management within the organization.

Behind this "immediate shipment" is system and efficiency. In the various offices, where the movement of all material is controlled, there is as great activity as in the warehouse where the actual handling takes place. Private telegraph wires have been run into the building, and all the various plants are connected by teletype. When the orders come in by telephone the city desk men are there to take care promptly of all the clerical work of the individual orders. And, as to mail orders: Every hour the mail is collected from the post office and all orders put through immediately. Copies of each order



Large overhead crane used in handling steel sheets and plates in and out of storage

N SERVICE



Watching the handling of heavy pieces for their proper spotting is important in warehousing

DISPATCHING OF ORDERS PRESTIGE BUILDERS IN OUT ITS FIRST CENTURY

are made on a duplicating machine (an average of eight being made for each order)—one for each department from which material is ordered—giving full details as to what is wanted, enabling all affected departments to work simultaneously on the same order. This is important when it is remembered that there are more than twenty-five different qualities of sheets in stock; twenty-one kinds of cold finished bars; thirty-three kinds of hot rolled bars; fifteen kinds of plates; twenty-seven kinds of welding rod; and so on through all the types of products as listed in a catalogue of 225 pages.

On each copy is indicated a predetermined time at which the material must be at a designated location for the assembly of that particular shipment—door 6, 10, 12, track 3, track 5, or whichever it may be. The time allotted for the filling of each particular item of the order is also noted on the copy for the purpose of prompt dispatch and to enable the office to

keep in touch with operating conditions. This system also enables dispatchers to shift men to and from departments to meet varying volume conditions and maintain service schedule on individual orders which requires development of an exceedingly versatile plant force. It is by such a system that punctual performance is being maintained.

Floor trucks and overhead cranes are used entirely for moving steel from stock to shipping platform, and for loading cars. In the Chicago plant there are thirty-two overhead cranes, ranging in size from 2½ to 15 tons in capacity. The shipments vary from a dozen or so small cuttings of rod or angles, packed in burlap bags, to gigantic fabricated sections for bridges and skyscrapers. Materials subject to damage in transit are carefully wrapped or crated according to specifications prepared by a packing committee, which meets frequently to consider the problem of determining standard methods to meet changing conditions. Cars or trucks are scheduled for placement while materials are being prepared so that a minimum of time elapses between preparation and shipment.

The Chicago plant is served by the Pennsylvania and Burlington railroads. There are seven tracks into the three plant buildings offering accommodations for about forty cars. The loading platform and rail sidings are inside the buildings, as are also the truck-loading docks. Since the advent of the highway truck as a medium of transportation, special loading facilities were installed to insure

(Continued on page 51.)



Special warehousing methods preserve the high quality and finish of the tubing stock

American Business Confident of Its Ability to Overcome Obstacles to Progress

Dominant Note of 26th Annual Meeting of the Chamber of Commerce of the United States at Washington, D. C. Demands Repeal of National Labor Relations Act

THE dominant note of the 26th annual meeting of the Chamber of Commerce of the United States, held at Washington, D. C., May 2 to 5, was the confidence in the ability of the American business system to overcome the obstacles in the path of national progress.

The first step toward restoration of the national economic equilibrium, according to consensus of opinion, is to eliminate obstructions and restrictions which prevent the full utilization of business resourcefulness. Excessive taxation, discouragement of investment in productive enterprise, attempts to regulate arbitrarily the relationships of employer and employee and to adjust prices were cited as some of the outstanding causes of business hesitancy.

The conclusion, however, was that the initiative lies with business management and that all available forces should be brought into play to restore and maintain the business momentum by unleashing productive enterprise.

Warehousemen Elected

Clem D. Johnston, operating executive of the Roanoke Public Warehouse, Roanoke, Va., was re-elected vice-president of the Chamber. Clinton H. Haskell, president of the Beatrice Creamery Co., Chicago, and a director of the Terminal Refrigerating Co., Los Angeles; Chicago Cold Storage Warehouse Co., Chicago; Detroit Refrigerating Co., Detroit; Lackawanna Cold Storage Co., and other companies, was elected a director in charge of the agriculture division.

On the last day, the Chamber held that recent actions of the Labor Board were tantamount to public admission that its proceedings had not been fair and impartial and demanded repeal or drastic modification of the National Labor Relations Act.

This recommendation was one of a number of resolutions adopted by the Chamber. In another recommendation it made an inferential bid to organized labor to join with organized business in resisting

further encroachments of government upon private enterprise.

In other resolutions, government competition with private industry was condemned; a continuation of the present dual Federal and State regulated private banking system was sought; and re-examination by Congress of recovery measures enacted during the last 8 yrs. with the view to reapproaching the whole subject with the idea of increasing production and consumption.

Regimentation Possible

The convention's close was followed by the chamber's annual dinner at the Willard Hotel, at which William L. Clayton, cotton broker of Houston, Texas, stated that the United States, along with the rest of the world, faced two courses; revival of trade or regimentation. Mr. Clayton said that foreign trade revival depended jointly upon the continued success of the Hull reciprocal trade policies and the abandonment of agricultural price-pegging.

Bitter criticism of the Labor Relations Act coupled with expressions of faith in the ability of management and labor to cooperate in furthering economic progress characterized the discussion of employer-employee relationships. The Act was designated one of the major obstacles to recovery.

William S. Knudsen, president of the General Motors Corp., stated that the industrial union in its present form has to depend on force in defiance of law and that there are not many places in the United States at the moment where laws can be enforced to control the movement. "The technique of the sitdown strikers," he stated, "is identical with that of the syndicalists of Europe. France has finally had to take a stand against them because of the dangers as a political club rather than a social defensive weapon. I feel confident that the United States will eventually take the same stand officially."

Dr. Robert A. Millikan, of the California Institute of Technology, asserted that the application of

scientific methods to economic problems disclosed many fallacies widely prevalent today. By resorting to the scientific method, he said, and starting with what we actually know, we find that, "in a free country like the United States, the standard of living of the people—and by that is meant simply average real wages, is determined simply and solely by the total quantity of goods and services produced per worker." He continued:

"And a second fundamental or undisputed fact that I also formed by the same method is that the reason real wages are now nearly twice as high in the United States as in the most prosperous European countries, England and Scandinavia, and much higher now than they have ever been at any time or place in history, is due to the fact that science in the form of scientific devices has been brought to the aid of the worker more fully here and now than at any other place or time.

Capital Important

"The standard of living of a country and the whole economic well being of a people rises in just the proportion in which capital is used to provide the worker with tools which increase the total amount of goods and services which he produces. Destroying capital means simply destroying the tools by which labor lives and supplies its own ever-increasing wants. That the interests of labor and capital in the United States are one and inseparable is both a scientific and an economic fundamental which should not be even debated any longer by those who are intelligent and informed in this field.

"All redistribution schemes are fallacious and result in lowering instead of raising the well being of a country unless the suggested redistribution scheme indirectly as a result of its operation stimulates to a larger total production of goods and services, or at least fails to reduce that total."

Dr. James Thomas, president of the Chrysler Institute of Engineering

(Concluded on page 55)

Here Are Chamber's Resolutions Adopted at Washington

RECOVERY

BECAUSE efforts of government and business for recovery from the disastrous depression of the last 8 yrs. have fallen short in their objectives, every consideration of public interest requires that governmental measures already taken be re-examined by Congress in the light of experience, in order that unnecessary regulations may be removed and additional measures taken directed to recovery. Such measures should free initiative in enterprises promoting employment.

Increase in production and consumption is the only process through which the standard of living may again resume its upward course and a high standard be made more widespread. It is the course that will tend to higher wages for increasing numbers of workers.

Such a national policy will raise revenues for the government while reducing the burdens of taxation; it will open the way toward reduction in number of persons upon public payrolls and permit a reorganization of the executive branch of the federal government in the interest of economy and of more useful services from public employees; it will make possible an earlier balancing of the budget and the paying down of the national debt.

The business men of the country continue ready and eager to utilize every opportunity to devote their best efforts to advance these purposes.

STATE AND LOCAL TAXATION

THAT state and local taxes, combined with federal levies, have increased until they are equivalent to one-fifth of the national income.

Notwithstanding this ominous ratio and the obvious decrease in capacity to bear the burden, there are proposals to add new and increased taxes affecting business, while at the same time the federal government endeavors to maintain the recent high levels of its revenues.

State and local taxes which directly affect productive enterprise are peculiarly within the province of local business organizations. Constructive activity upon these tax questions should be a major part of the program of such organizations.

We commend the several hundred member organizations which are actively working to foster economy and to reduce the tax burden in their states and communities. We urge organizations which do not have continuous programs of taxation actively to undertake to develop them. The National Chamber should assist these organizations in every appropriate manner in the conduct of this work.

LABOR RELATIONS

THE Labor Relations Act and its administration exert influences working strongly against recovery. Recent action of the Labor Board is tantamount to public admission its proceedings have not been fair and impartial, and there has been ample demonstration the legislation has not fulfilled its stated purpose of lessening industrial disputes.

We favor a thorough congressional investigation to determine whether the Act should be withdrawn entirely or whether amendments should be made. Whatever the disposition of this statute, we believe the prime consideration of the federal government should always be to maintain impartiality as between employer and employees, and as between different types of labor organizations.

We advocate repeal of the Act. If the Act is not to be wholly withdrawn, we urge that it be structurally amended. Amendments should include protection of employees against interference in any of their rights, including their rights of self-organization, whether the interference comes from employers, employees, or anyone else. Appropriate rights should be given to employers, and afforded protection. Definitions so clearly set forth that all parties concerned may readily and unmistakably understand their obligations and their rights should be an essential feature. All provisions should be restricted to matters properly subject to federal regulation.

Any attempts, such as those contemplated by a pending bill, to provide double penalties in connection with the Labor Relations Act or to extend the application of that statute to recipients of govern-

ment contracts and all of those dealing with instrumentalities of the government are not in the public interest and should not be passed.

WAGES AND HOURS

COMPENSATION for employment cannot be equitably apportioned nor can enduring increases in employment be secured through centralized federal regulation of hours and wages. We believe that, with regard to minimum wages, maximum hours, and working conditions, there should be only such public regulation as may be validly applied by state governments for those special classes of workers for which legislative protection may be necessary to prevent their oppression and to safeguard their health and well-being.

MANAGEMENT AND LABOR

IN a number of foreign countries, the encroachment of government in the field of business has led to the partial, and in some cases, complete liquidation of the rights and authority of management and labor. Such developments must, for the common welfare, be avoided in the United States.

We believe that management and labor should work together without recourse to the federal government on those things of common concern which fairly conserve their respective interests, promote industrial peace and stimulate employment on which the prosperity of the country depends.

FOREIGN TRADE

IT should be the objective of government and business during the coming year to maintain and increase the volume of export trade which in the past year has taken up much slack in domestic business and employment.

Our government should continue its activities for the stabilization of world currencies, for the amelioration of exchange restrictions, and for the protection of American investments in foreign countries. The traditional policy on the part of our government in protecting the lives and rights of Americans in countries where they are jeopardized by war or internal disorder should be maintained.

The negotiation of reciprocal trade agreements, to the extent that they are concluded without causing destructive competition for American agriculture and industry, is a long step toward enlargement of American export trade and toward international acceptance of more reasonable commercial policies. In negotiating trade agreements our government should endeavor particularly to obtain for industries which have been unable to regain their lost export trade by reason of foreign preferential tariffs such treatment that they may have a fair opportunity to resume their position in exports.

Our government's traditional policy of insisting upon equality of treatment with other nations in foreign countries should be maintained.

American trade with South America and trade with our territories and possessions should be resurveyed by the National Chamber in view of the possibilities of these areas for future export trade development.

RAILROAD TRANSPORTATION

IMPROVEMENT in the situation of the railroads, which are among the largest employers of the country and the heaviest buyers of a great variety of supplies and equipment, will aid recovery in important ways.

There should be no federal or state legislation, either at this critical period or at any other time, which, like recent train-length, full-crew, and 6-hr.-day proposals, would further interfere with the proper functions of management and impose serious additional financial burdens upon the railroads. On the other hand, the government itself should at once give up preferences it enjoys at the expense of the railroads, such as reduced rates over land-grant railroads.

Steps should be taken promptly to work out a long-term program to place essential railroad transportation on a stable basis, and to this end it is urged that a con-

gressional inquiry be made prior to the next Congress. Such an inquiry should preferably be undertaken by a joint body composed of members of committees of both Houses dealing with rail transportation. The purpose should be to call for available information and special reports from the government agencies concerned, to hold hearings, and to formulate recommendations for consideration by the next Congress.

MERCHANT MARINE

CONTINUING support should be given for a systematic rehabilitation of the American merchant marine. Such changes should be made in our laws as will help to attract private capital to the shipping and shipbuilding industries. There should be assurance on the part of the government that subsidies paid for the maintenance of our merchant marine will be fair and consistent irrespective of changes at any time in the national administration; that American operators on essential trade routes will, as a matter of national policy, be placed on a parity with their foreign competitors; and that government supervision will not interfere with the flexibility of operation necessary to an industry such as shipping.

Experience with government-owned shipping in the past argues strongly against government ownership and government operation. It would appear a wise policy to continue on the basis of encouraging private construction and private operation.

MOTOR CARRIER ACT

THE Motor Carrier Act should be amended to make it more flexible and more promptly responsive to the special needs and characteristics of motor transport, with care that necessary enforcement measures afford adequate notice to parties concerned and do not impose undue hardship for unlawful or technical violations. The Interstate Commerce Commission should seek all ways of simplifying and expediting procedure under the law. It is imperative that the Commission be given sufficient funds to administer and enforce the Act.

Horton Co., Fort Wayne, Opens Foreign Branches

Horton Mfg. Co., Fort Wayne, Ind., maker of washing machines, is opening two new foreign outlets, one in Great Britain and one in France. Sample washers have been shipped for opening of the French agency, which will begin operations at once.

Representatives of the English agency will arrive at Fort Wayne plant in July for demonstrations of the machines and to observe production methods of the company.

Mexican Tax Rescinded

Effective immediately, the advance payment of 3 per cent on value of merchandise exported to Mexico, which was required to be deposited at Mexico consulates on all shipments to Mexico will not be collected hereafter. Instructions were received from Mexico City that the tax which was applied in accordance with article 14 of the Mexican income tax law has been rescinded. Mexican consuls will continue to collect 5 per cent advance payment on account of import duties.



From the Washington Office of D and W

FROM THE CAPITAL

News of Interest
to Shippers and
Warehousemen

N. Y. Free Zone Contract Signed by Mayor

ON May 11, the mayor of New York signed the contract between the city and the New York Foreign Trade Zone Operators, Inc., of which Henry C. Shanks, president of the Manhattan Lighterage Corp., is head, providing for the operation of the Foreign Trade Zone in Stapleton, S. I., for a period of 20 yrs. with privilege of renewal for a like period.

The trade zone was established by the city, in conjunction with Federal aid, a year ago in five of the twelve piers built by the Hylan administration almost 20 yrs. ago.

Under the terms of the contract the city will pay for the maintenance of the zone and the development of the remaining piers in the area for addition to the zone, and will share in varying percentages from the revenue derived from its operation. Private operation will begin immediately.

The mayor disclosed that D. C. Roper, secretary of commerce, had extended the time limit on the Federal grant to the city for completion of the trade zone requirements from May 1 to February, 1939. The secretary made one condition that the city "complete before Aug. 1, 1938, a zone operating organization satisfactory to the Foreign Trade Zones

Board, which can carry on the work with zeal and ability."

The secretary also sent a telegram which was read by Thomas E. Lyons, secretary of the Foreign Trade Zones Board of the department of commerce as follows: "I am very glad to know that progress is being made with the foreign trade zone at New York. It is very vital to the whole idea and plan that the operations of this zone shall be successful in every way, and it is a source of gratification to know that you are in close constructive touch with it."

Opposition to the proposal was voiced by Borough President James J. Lyons, of the Bronx, who contended that the contract should be awarded to a syndicate of warehousemen consisting of the Bush Terminal Corp., American Dock Co., Pouch Terminal of Staten Island, New York Dock Co. and Beard's Erie Basin. Lined up with the warehouses were Lee & Simmons, a lighterage concern; Rohner, Gehrig & Co., a custom house brokerage concern; and Emile Ponchelet, who was the bidder for the first contract for private operation and a second one, later withdrawn.

On May 2, the foregoing group in a statement said: "The group believes that much of the success of the zone will ultimately be found in liberalizing existing rules and regulations, and permit the functioning of the Celler act in the manner originally contemplated removing many of the handicaps under which importers and exporters now find their business circumscribed. A number of the group are familiar with these problems and are in a position to be of aid to the Federal authorities and city, in the safeguarding of the interests of each without undue handicaps upon the relations of foreign trade."

Shanks, the successful bidder, in his original bid provided that, for the first year of operation, the operator would retain the first \$50,000 of receipts and over that amount

would keep 60 per cent and give 40 per cent to the city. If the revenue reached \$150,000 the city would get 50 per cent and the operator 50 per cent. Also, in later years, the operator would retain \$75,000 and share with the city on the basis of 60 per cent for himself where the receipts were over \$100,000 and give the city 40 per cent, and divide on the basis of 50-50 for the next \$100,000.

Spokesmen for the warehousemen contended that they would meet any bona fide bid for the port. D. L. Tilly, president of the New York Dock Co., insisted his group, if it received the contract, would begin operations at once. "We are willing to back this experiment with money," he said, "because we have a direct interest in the Port of New York. What is good for the port is good for us, and what is harmful is harmful for us."

Mr. Tilly offered to give the city 75 per cent of gross revenues after deduction of operating expenses. This proposal, he stated, was far better for the city than that of the group which finally received the contract.

Since the city obtained the grant for piers in the free port from the Federal Foreign Trade Zones Board on Jan. 30, 1936, it has spent \$870,000 in developing the zone. The capital outlay budget for this year allotted \$500,000 for further development of the region, which is built around the old piers constructed by the city during the administration of the late Mayor John F. Hylan.

The awarding of the contract was hastened by the fact that the city stood the chance of losing its license from the Foreign Trade Zones Board at Washington.

Mobile a Foreign Trade Zone July 1

THE nation's second foreign trade zone will go into operation at Mobile, Ala., July 1, the Foreign Trade Zones Board of the Depart-

ment of Commerce announced May 6.

The zone at Mobile, Ala., is on the west side of Mobile River, about 31 miles from the Gulf of Mexico, and is situated 1 mile upstream from the U. S. Quarantine Station. Entrance is by a straight channel 300 ft. wide and 32 ft. deep, which is marked and lighted.

The zone, which embraces Pier "A" South and adjacent upland area, comprises a total area of 15.3 acres (12.7 land, 2.6 water). It contains one slip approximately 220 ft. wide and 560 ft. long with a depth of 30 ft. below mean low water. The single wharf on the south side and outshore end of Pier "A" is constructed of reinforced concrete, supported by reinforced concrete piles and protected by creosoted wooden fender piles. It is of open type, similar in form to a concrete railroad trestle. The pier is of the solid type and the wharf is of such dimensions and so placed as to extend over the natural slope of the fill forming the pier. The wharf is equipped with two marginal or shipside tracks, and is 70.5 ft. wide and has a total deck area of 57,387 sq. ft. The wharf deck on the south side is 570 ft. long and 11.0 ft. above mean low water and on the outshore end 350 ft. long and 6.0 ft. above mean low water.

There are seven warehouses within the zone, with a total floor area of 238,200 sq. ft. The main warehouse, situated on the pier, is a single-story structure with reinforced concrete walls, floors and steel roof, all supported on piles. This warehouse is 570 ft. long and 240 ft. wide, with a floor area of 136,800 sq. ft., divided into four fire compartments—two 170 ft. by 240 ft., one 180 ft. by 240 ft., and one 50 ft. by 240 ft. The front wall of this warehouse is 30 ft. from the edge of the wharf and along the land side is a 17-ft. wide covered platform served by two railroad tracks. The front wall has 10 by 10 ft. rolling steel doors spaced at 20 ft. centers and along the platform are 14 by 10 ft. doors of similar type and spacing.

The other six warehouses are of single-story wood frame construction with flat, asphalt roofs, corrugated steel sides and wood floors; generally 120 ft. wide by 140 ft. long, 16 ft. high at eaves with a total floor area of 101,400 sq. ft. The buildings are separated by 100 ft. fire gaps. Between these warehouses, separating them into groups of three, is a 20-ft. wide concrete roadway serving as a connection of the zone to the other facilities of the State Docks and the main highways. All of these buildings are equipped with ample lights and the main building has power outlets furnishing 220-volt, 3-phase, 60-

cycle power and 100-volt, single-phase for portable lights or power.

The wharf is of reinforced concrete fireproof construction and does not require fire protection either above or below deck. All buildings are equipped with dry pipe sprinkler systems connected to 8 and 10-in. fire mains.

Mobile Bay channel provides accessibility to the zone for ocean going vessels. There is sufficient space for one large vessel at the wharf within the zone, but, if necessary, a second ship may moor alongside the ship anchored at the wharf while waiting for berth space, and in an emergency a ship could be moored adjacent to the fence along the north side of the M & O Pier No. 8. If all this space is occupied, a ship could be moored along the outshore end wharf of the zone or anchored in the stream while awaiting berth. At 60 ft. intervals along the edge of the wharf are modern type mooring bitts.

Cargo to and from ships is loaded and unloaded by ships' tackle. The movement of cargo between shipside and storage or between storage and cars is performed by hand trucks or trains of tractors and trailers. The handling equipment available consists of 14 tractors of various types, 72 2-ton and 34 4-ton trailers, 6 hoists (1 to 30 tons), 7 trucks (1 to 3 tons), 2 tiering machines, and 3 belt conveyers.

The foreign-trade zone is served directly by the Alabama State Docks Commission Terminal Railway, a terminal line owned and operated by the Alabama State Docks Commission; the zone is also served indirectly by the Louisville and Nashville Railroad; Southern Railway; Gulf, Mobile and Northern Railroad, Alabama, Tennessee and Northern Railroad, and the Mobile and Ohio Railroad through common carrier interchange arrangements as provided for in the individual carriers' terminal tariffs.

Navigable inland waterways afford direct water and joint water-rail services to and from interior points. Through a network of highways, radiating to and from the zone, motor transport service is provided to the surrounding area and adjacent territory.

Ships may obtain fuel oil from an 8-in. pipe line laid along the front of Pier "A" South with convenient shipside connections. This line is connected to the tanks of the Pure Oil Company.

I.C.C. Petitioned in Erie-Seaboard Case

OPERATING practices in the Jersey City, N. J., plant of Seaboard Terminal and Refrigeration Co. have created an unfair competitive condition in the

Port of New York, and an order to Erie Railroad to cease subsidizing the storage company is asked in a petition filed with the Interstate Commerce Commission.

The Warehousemen's Protective Committee, through Judge John J. Hickey, discussed at length the history and operations of Seaboard in a brief. Seaboard company, he asserts, constructed the eight-story, \$3,500,000 warehouse on land leased from the Erie Railroad. The railroad now leases four stories in the building as a freight terminal and, according to the complaining warehousemen, pays a rental that amounts to rebate. What that rental is, remains in dispute: Seaboard claims it is 63.23 cents per square foot, per year, and the I.C.C. has found the rate to be 85 cents.

It is the contention of the competing warehousemen that the subsidy granted by the railroad makes it possible for Seaboard to underbid them for storage contracts and has demoralized the price situation in and near New York City.

Union Terminal-Erie Case Discontinued

Honorable John C. Knox, district judge in New York, sitting in the trial of the Union Terminal Cold Storage Co., Inc., plaintiff, against the Erie Railroad and Seaboard Terminal and Refrigeration Co., defendants, "ordered that the plaintiff's motion for an adjournment of the trial of this action be and the same hereby is in all respects denied." And "it is further ordered that this action be and the same hereby is discontinued as to both defendants without prejudice and without any adjudication by this court of the issues involved, and without costs to any party as against any other."

The Union Terminal Cold Storage Co. in its suit, filed March, 1937, asked for \$1,400,000 damages based on alleged violations of the Interstate Commerce Act. This was the second suit filed against the defendants. In December, 1935, the first suit filed asked damages of \$3,960,000 under the Sherman Anti-Trust Act based on conditions under which the Erie Railroad had leased property upon which the Seaboard warehouse was built. The motion late last year by the defendants asking that the first suit be dismissed was granted by Judge Knox who at that time ruled the case did not come under the anti-trust laws and further stated that any remedy apparently would lie solely in the Interstate Commerce Act.

The second suit, filed in March, 1937, based on alleged violations of the Interstate Commerce Act has now been removed from the court calendar, bringing this case to a close at least for the present time.

Household Goods Not Included in "Commodities Generally"

Director W. Y. Blanning, of the Bureau of Motor Carriers, states that the interpretation of the term "commodities generally" is not to include household goods. This decision will put a stop to a practice which has been the subject of attack by the Household Goods Carriers' Bureau.

In the "Classification of Carrier," as established by the I.C.C.'s order MC No. 10, the Commission went to some length in its coverage of the highly specialized household goods moving industry. It developed, however, that in treating the applications of so-called general commodity haulers, the Commission's classification of household goods carriers was disregarded, in many cases, resulting in an invasion of the household goods carriers' field by general commodity carriers. These latter carriers had not made claim for authority to handle household goods but, under liberal interpretation of "commodities generally," had only to file rates covering household goods in order to legalize this type of haulage.

I.C.C. Rail-Water Decision Gives Lighterage Parity

THE Interstate Commerce Commission, May 16, rendered a decision of great importance in the placing of water lines on a parity with the all-rail lines, as far as lighterage and pick-up and delivery at North Atlantic ports are concerned. It will tend toward enabling eastern manufacturers to compete successfully with those in the west for Southwestern business.

The Merchants Assn. of New York, through its traffic bureau, comments on the decision as follows:

"The Interstate Commerce Commission on Monday, May 16, rendered a decision of great importance to the Port of New York and the steamship lines operating between North Atlantic ports on the one hand and South Atlantic and Gulf ports on the other, upholding the contention of the water lines that they should be placed on a parity with all-rail service, so far as lighterage and pick-up and delivery service at the North Atlantic ports is involved.

"In a previous decision one of the divisions of the commission by the language used, apparently held that the water lines could not offer shippers the same terminal service as the all-rail lines were permitted to offer, restricting the application of rates to the Southwest to the steamship docks. The all-rail lines, on the other hand, were free to lighter carload freight and to give pick-up and delivery service on less-than-carload shipments.

"The steamship lines serving North Atlantic ports, the Merchants' Association representing New York, and commercial organizations at other North Atlantic ports petitioned the entire commission for reconsideration of the order of Division 3 and upon further consideration the commission as a whole found that the steamship lines were entitled to be placed in a position where they could compete

with the all-rail lines whose rates provided for terminal allowances.

"If the contentions of the Southwestern lines, which obviously were endeavoring to restrict the movement by ocean routes and confining movements from the ports as far as possible to the all-rail routes, had been upheld by the commission, the water lines, which for many years have served North Atlantic ports, would have been placed at a serious disadvantage and would have been so adversely affected that their service would undoubtedly have been impaired.

"For many years there were no through rates from Eastern territory to the Southwest via the all-rail routes. The water lines, however, have maintained through rates to that territory for many years and through their operation have enabled the Eastern seaboard successfully to compete with the West which had through rates and was much nearer the market of consumption.

"The decision of the commission removes the handicap which the all-rail lines endeavored to impose on the water lines involved."

Seatrail Case Reopened

Seatrail Lines, Inc., on May 13 lost a fight at least tentatively, when the I.C.C. decided to reopen for rehearing the case involving the reasonableness and legality of freight rates charged by other railroads on domestic, import and export traffic between Belle Chasse, La., and points in southern territory.

The Commission postponed indefinitely the effective date of its recent order asking the rails to establish rates to and from Belle Chasse on the same basis as prescribed to other Southern ports, including New Orleans. The rails had asked for postponement of the rates to give them time to file new tariffs, and also for reinvestigation.

The Southwestern rails also asked the I.C.C. for extension of time until Sept. 13, 1938, for application of rates authorized by I.C.C. to apply on shipments to Seatrain Lines, Inc. The rails contend that they are so busy formulating new tariffs applicable as a result of Ex Parte 123, that the new Seatrain schedules must be delayed. The original order in that case was scheduled to become effective Jan. 28, but was postponed for 90 days. Seatrain objected to the previous request for postponement of effective date of the new rates.

Federal Licensed Warehouses to Be Preferred on Wheat

The Board of Directors of the Federal Crop Insurance Corporation, Washington, D. C., through its manager, Roy M. Green, has announced its policy with respect to the storage of wheat acquired as premiums for crop insurance.

"Insofar as practicable," Green stated, "it will be the policy of the Corporation to store its wheat reserves in areas where the wheat is

produced, so long as this policy is consistent with the efficient operation of the Corporation.

"Furthermore," he stated, "the policy of the Corporation will be to give preference in storing its wheat to those warehouses which are licensed under the Federal Warehouse Act."

The Corporation is now making a preliminary survey of licensed and bonded storage facilities, both State and Federal, to ascertain the amount of space available, and carrying charges.

Rate Floor Sought on New England Trucking

The New England Motor Rate Bureau, Inc., and the New Hampshire Motor Rate Bureau on May 17 asked the I.C.C. temporarily to endorse the rate floor for motor carrier hauling adopted by the New England rate conference.

The bureaus asked that the commission endorse the minimum rates pending completion of an I.C.C. investigation of New England motor truck rates.

The bureaus also asked that the rates of the Colonial Navigation Co. and Eastern Steamship Co. be fixed on the basis of the tariffs developed by the conference, and that the rates of contract motor carriers be fixed on the same basis as common motor carriers.

Wisconsin Increases State and Truck Rail Rates

In keeping with an order by the Wisconsin Public Service Commission, increasing freight rates on rail hauls between points within the state up to 10 per cent, the commission on May 11 ordered freight rate increases of about 10 per cent for truck lines operating in the state.

The increase is expected to mean an annual \$300,000 increase to the railroads, while the truck order becomes effective June 1 and covers all classes of commodities hauled by common carrier truck lines with the exception that the rates are optional for common carriers whose hauls are regularly 40 miles or less.

Rates for Class 1 freight are 25 cents per 100 lbs. for 5 miles; 32 cents for 25 miles; 45 cents for 50 miles; 62 cents for 100 miles; 84 cents for 200 miles and \$1.28 for 400 miles. Other classes of freight are about 85, 70, 55 and 50 per cent of Class 1 rates.

The order makes possible slight reductions in charges for hauls performed by more than one truck common carrier by authorizing publication of joint rates.



Is the Port of New York Competitive?

CURRENTLY the Isbrandtsen Moller Line are displaying in their New York office show window a sea scene depicting stevedores and their cost to imaginary steamship lines reaching out from six world ports to Mr. World's business. The explaining announcement says: "The approximate cost 'per ton' (pier rental, stevedoring costs, tallying, watching, etc.), to the vessel for handling export freight at the principal ports is shown below. The same commodities—machinery, manufactures, etc., are shipped out of all of these ports. Both the cargo and the ports compete, of course, keenly with one another for world distribution."

New York ...	\$2.25 to \$2.75	London ...	\$1.75 to \$2
Hamburg ...	1.25	Antwerp ..	1.00
Rotterdam ..	.90	Kobe30

Dump Scows on Long Voyage

IT'S 106 miles as the crow flies from Pittsburgh to Conneaut Harbor, Ohio, but two all-welded steel dump scows, each 206 ft. long, the largest of their kind, will travel 2,250 miles by inland waterways via the Ohio, Mississippi and Illinois Rivers, and Lakes Michigan, Huron, St. Clair and Erie, passing E. Liverpool, Wheeling, Marietta, Parkersburg, Point Pleasant, Huntington, Ashland, Portsmouth, Cincinnati, Louisville, Owensboro, Evansville, Paducah, Cairo, St. Louis, Alton, Peoria, Joliet, Chicago, Detroit, Cleveland and Ashtabula.

The voyage will take approximately 20 days. The scows are each 206 ft. long by 40 ft. by 14 ft., and have a capacity of 1,200 cu. yds., large enough to carry as much bulk as a 77-car freight train. Over 650 tons of steel were required for the construction of each vessel.

The work of deepening Conneaut Harbor is part of the major great lakes program of deepening channels and harbors, and is under the direction of Lt. Col. E. H. Marks, U. S. District Engineer, Buffalo, N. Y. The Conneaut project alone involves an expenditure in excess of \$1,000,000 and includes subaqueous drilling, blasting and removal by dredge of 1,080,000 cu. yds. R. E. Mothersbaugh of the Merritt-Chapman and Scott Corp. is in charge at the site. Upon their arrival at Conneaut Harbor, the scows will be loaded with material dredged from the harbor bottom, towed out 6 miles into Lake Erie and dumped; then towed back again

for successive loads. The barges were launched April 28 and May 5, respectively, at Neville Island, Pittsburgh, where they were built in record time of 3½ mos. by the Dravo Corp.

Record Barge Shipment of Gasoline

THE largest shipment of gasoline that ever moved up the Mississippi River, six barges loaded with 1,800,000 gals., or over 5,000 tons, arrived in the Twin Cities recently. The six barges, moving two abreast, carried the equivalent of 224 railroad tank cars or four to five trainloads. They were propelled by the Husky, Upper Mississippi Towing Co. boat, powered by two Diesel engines of 350 hp. each. Two barges were dropped in St. Paul, at the Shell Petroleum Co. terminal, and the other four went on to the Western Oil & Fuel Co. plant in Minneapolis.

Large Bulk Cargo Quay Planned for Montreal

JUST as the harbor finishes one job of \$140,000, tenders will be called soon for a new high level quay, to cost in the neighborhood of \$200,000. There is more to this contract than just the letting of it. The new high level wharf is designed for bulk cargo, and it is hoped to divert some of the coal business there. At present much of the coal is unloaded at the upper end of the harbor and at the end of deep sea navigation (as contrasted with lake navigation). Coal piles are ugly to have around, and their proximity to passenger wharves has never been popular, but the coal companies have long-term contracts. Looking ahead, therefore, it is hoped to induce more coal firms to go down the river and locate there.

The wood pulp industry, which has developed these past few years into large proportions, may also center around this new, long quay, which will be raised 10 ft., and which will be over 1,000 ft. long.

Montreal Gets Lumber by Water

THE first British Columbia lumber to arrive in the St. Lawrence by steamship since about the middle of last summer is en route to Montreal in the British tramp Niceto de Larrinaga. Last summer the charter rates were so good that the lumber companies preferred to use the Canadian Pacific and Canadian National Railways, and ship their lumber by rail the 2,885 and 2,945 miles, respectively, from Vancouver to

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IN THE COLD STORAGE FIELD

Rochester Cold Storage Leases Z PACK to Curtice

Rochester Ice & Cold Storage Utilities, Inc., has leased its Z PACK quick freezing unit from June 15 to Sept. 15, 1938, to Curtice Bros. Co., Rochester, N. Y., packers of Blue Label foods. During this period Curtice will quick freeze and package corn-on-cob, peas, diced carrots, peas and carrot mixture, green beans and wax beans in 5-lb. packages for the institutional and hotel trade.

Georgia Fruit in New Plant

The Georgia Fruit Products, Inc., Atlanta, Ga., has purchased the old Tom Huston Frozen Peach plant in Montesuma. The plant will be opened immediately.

Appel, Fulton Market Head, Makes Round-World Trip

Vallee O. Appel, president of the Fulton Market Cold Storage Co., Chicago, recently returned from a 4-mo. trip around the world. He left Chicago shortly after the New Year and boarded the "Reliance," of the Hamburg-American Line, at New York City, Jan. 7. He landed at San Francisco on May 9 after having seen points along the Mediterranean Sea, India, the East Indies, Australia, New Zealand and the South Sea Islands.

Machine Fillets Fish for Quick-Freezing

It is rumored that a machine has just been perfected in New England for the filleting of fish in preparation for either canning or quick-freezing. The machine removes quickly the head, tail and the rest of the skeleton.

Quick-Freezing of Salmon and Milk

One large producer of canned salmon is seriously considering the question of quick-freezing of its product and a tie-up with some large chain-store organization that carries a line of frozen-food products.

It is also rumored that one of the prominent milk companies is considering the quick-freezing of milk in cubes for immediate distribution or storage. The milk would be frozen to a depth of 2 in., the inside portion of the cube remaining fluid.

Freezes Fish Fillets

The Atlantic Quick Freeze Co., New Bedford, Mass., is completing a plant for the quick freezing of fish fillets and seafoods. The fish will be packed in 1 and 5-lb. packages for institutional and retail trades. Capacity of the plant will be 2,000 lbs. of fillets per hour. The Z pack process will be used. Products will be marketed under the "Spray" label. Alfred J. Green is president of the company, and Fred M. Hall is plant manager.

Bryan Quick-Freezing System Now Portable

The dry-ice quick freezing system developed by J. E. Bryan for the Adolf Gobel, Inc., Brooklyn, N. Y., for quick freezing packaged cut meats and other perishable foods, is now being marketed in units measuring 3 by 4 by 12 ft., with a freezing capacity of from 400 to 600 lbs. per hour.

Each unit is a complete and independent freezing cabinet, but is so constructed that one or more units

can be locked in series to quick-freeze the daily wanted production. Constructed in this manner, this product is transportable and convertible into portable freezing plants for use where crops are to be harvested.

The interior of the Bryan quick-freezer is lined with stainless steel; trays, dry ice bunker and tray racks are also made of the same material. The exterior is finished in transite material for inside operations, and sheet metal for field work.

Minnesota Locker Storage May Be Regulated

A survey is being made by Director of Markets John A. Whaley of Minnesota on the locker system of cold storage plants which are scattered throughout the state to decide whether they shall come under the state cold storage regulations, which govern all public cold storages in Minnesota.

During the last few years many creamery, poultry and some fruit houses have installed cold storage locker space in their plants, primarily to take care of the individual who wishes to store his own meats or vegetables, but, according to some of the facts disclosed it was found that not only was the individual taking advantage of the facilities but in some cases butcher shops and other merchants were using the facilities.

At the present time such plants do not report their holdings either to the government or to the state. With regulation it is hoped to get better information as to the holdings of the various commodities. The main point stressed, however, is the quality of the merchandise being held in storage.

It was pointed out by Mr. Whaley that foods of a questionable nature could be placed in the various lockers and could contaminate other food which might also be stored in the same rooms. In public warehouses bad food is immediately destroyed.

Frozen Food Industry Has Some Snags

According to W. L. Wagner, secretary of the United Fresh Fruit and Vegetable Assn., Chicago, the frozen food industry as applied to fruits and vegetables has apparently developed its own troubles in connection with the packing of undergrades.

According to Mr. Wagner, processors are now urging the establishing of fixed grades for processing. Their position is probably more serious than that of the handler of fresh products because of there being no way to detect the poor quality after processing until the consumer discovers it. This past season has demonstrated, Wagner stated further, that there can be overproduction of the frozen just as there can be of the fresh. "It is said that there definitely will be a sizable carry-over of most frozen lines. It is still a young business, and no doubt is subject to the growing pains which accompany youth."

Quick-Freezing Plant for Strawberries

Strawberry growers at Kennewick, Wash., will build a quick-freezing plant to handle the surplus of strawberries. While Kennewick fruit is usually considerably earlier than in the Hood River, Ore. and the White Salmon, Wash., berry districts, on some seasons it laps over into the mid-Columbia harvest, creating gluts resulting from inter-district competition.

Last year Kennewick marketed about 40,000 crates

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Frozen Food Study Reveals Big Growth

Report Made Available by the Bureau of Foreign and Domestic Commerce Covers all Phases Such as Packaging, Warehousing, Production and Transportation

THE recent rapid growth of the quick-frozen foods industry, giving rise to new problems of packaging, warehousing and transportation, among others, has prompted the Department of Commerce to explore the industry and report its findings.

Interest in its present status and its future place in food production and distribution, expressed by present and potential members of the industry, was responsible for the inquiry.

The report, just made available through the Bureau of Foreign and Domestic Commerce, covers types of foods prepared for distribution, processing methods, packaging, and storage and transportation. The problems of costs, containers and handling, compactness and strength in storage and shipping, and appeal to the consumer, also are treated.

Storage and Transportation

Of storage and transportation the report states:

"Quick-frozen foods may be stored in the usual type of cold storage warehouse with temperatures kept around 0 degrees Fahrenheit. In fact, the existing commercial cold storage facilities are used by many packers. Quick-freezing plants are also developing rapidly in farm communities.

"Transportation facilities by refrigerated railway cars, ships and trucks are being developed. Refrigeration railway cars must be heavily insulated to carry quick-frozen foods, and various types of dry-ice, silica gel and mechanical refrigeration systems have been tried to find a means of maintaining a reasonably even temperature across the continent. Refrigerated trucks with silica gel and mechanical refrigeration systems built in have been designed and dry-ice, cans of frozen brine, and various patented plates are also used to maintain low temperatures.

Cabinets

"Development of retail display cabinets has had an important part in the growth of the frozen food trade. Research has resulted in several types of cases which will hold sufficiently low temperatures. The usual range is 0 to -10 degrees F. while some go to -20 degrees F. and at least one case is known to have held its contents around 0 while a fire raged about it and destroyed all the other stock in a store.

"Cabinets differ in means of refrigeration, size and arrangement of storage and display space, but the general lines are similar. One type of case has an upper section with a plate glass front, usually two or three thicknesses so the dead air between them will act as insulation and prevent collection of moisture on the case so the contents cannot be seen, and a lower section arranged with shelves, trays or a bin type compartment for storage. Other cases have no upper glassed compartments, but are equipped with a menu board on which posters and listings of products may be displayed.

"Refrigeration may be by mechanical units which are usually built into the case and can be plugged directly into the regular lighting circuit or, if there

are several cases in a store, by refrigerating equipment placed in the basement so it can service all the cabinets. A number of cases have also been designed to use dry-ice as the refrigerant, and various methods have been devised to control the evaporating of the carbon dioxide to insure an even temperature. The expense of retailers' cabinets has been a major problem in the spread of frozen food distribution, and the production of efficient cabinets at a price within the reach of the average retailer is a recent and important development.

Marketing

"Marketing of frozen foods is still in many ways in the experimental stage and the need for further studies in industrial and distribution costs has been pointed out. There is still pioneer territory to be covered in creating consumer demand and providing retailers with storage facilities, but several companies have been mapping the field and methods of handling retailer relations, advertising and consumer education are being developed. It is estimated that of the 250,000,000 lb. of quick-frozen foods reported packed in 1937, 60 per cent went to processors, bakeries, ice cream manufacturers and preservers, 30 per cent to hotels and institutions and 10 per cent to the retail trade. This takes into account some of the cold pack fruits which are not strictly speaking quick-frozen, and so raises the figure for the processing trade. One quick-frozen packaged food distributor, however, estimates a 50-50 division between the retail and institutional trade.

"The frozen fruit packers of the Northwest have well established connections with brokers who act in effect as their sales representatives in important consumption centers. Large processors and wholesalers buy through the brokers and sell in turn to the smaller processors and institutions. The small package quick-frozen foods also follow more or less the usual channels of distribution through packer, broker, wholesaler, and retailer, but a company may combine the first three and control the retail storage cabinets as well. Another company may act primarily as a wholesaler, contracting for a supply of various frozen products from individual packers, giving them their own brand name and reaching the retail market through regular or wagon jobbers. In such cases the company may arrange for the sale of cabinets to the retailer but has no control over his use of them. Still another combination is the packer who joins with dairy, ice-cream, or ice companies who then distribute a variety of frozen foods with their usual refrigerated products and use their already established retail outlets with storage facilities. Proper storage in the retail store is of prime importance, since consumer acceptance depends upon a supply of a consistently satisfactory product.

"Questions which usually arise in a study of consumer acceptance are the price of the product, its appearance and advantages, and its wholesomeness both from the point of view of vitamin content and public health. Frozen foods do cost somewhat more than either canned or fresh foods, both because of the initial processing and the expense of storage, but packers and distributors point out that the buyer of frozen foods

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FACTORIES ON THE MOVE

BENDIX AVIATION CORP., 105 W. Adams St., Chicago, has disposed of bond issue of \$5,000,000, about \$2,000,000 of which will be used for completion of new plant at Bendix (formerly Teterboro, N. J.), and installation of equipment. Company will remove plants of two subsidiaries to new location, comprising Eclipse Machine Co., Elmira, N. Y., manufacturer of coaster brakes and allied equipment, and Pioneer Instrument Co., Brooklyn, manufacturer of aircraft instruments and parts. Plant is scheduled for completion by close of 1938.

The Sillex Company, Hartford, Conn., manufacturer of coffee makers, has purchased the factory formerly occupied by Wiley, Bickford Co., in that city. The factory will be used for the manufacture of materials entering into the assembly of coffee makers, now being manufactured elsewhere. The newly acquired property will add about 20,000 sq. ft. of manufacturing space.

Johns-Manville Corp., 22 E. 40th St., New York, has acquired about 140 acres near Jarratt, Va., and will use part of property for mill for production of insulating board products, for which contract has been let. Employment of 300 persons will be made. Company will also establish a townsite at new location, including housing development for mill operatives.

Sweet Life Food Corp., 135 Kent Ave., Brooklyn, N. Y., wholesale food products, plans extensions and improvements in multi-story storage and distributing plant at Wythe Ave. and So. First St.

U. S. Tobacco Co., 630 Fifth Ave., New York, plans new multi-story plant on Petersburg Pike, Richmond, Va., with air-conditioning system, conveying, elevating and other mechanical-handling equipment, supplementing present plant on 19th St.

SHUGART HOSIERY MILLS, operating for a number of years at Fort Payne, Ala., has selected Lyerly, Ga., as a mill site. As soon as the new building is constructed, the mill will be put into operation at Lyerly, probably within 2 mos. The present payroll of the mill is about \$1,000 weekly. It is planned to increase the capacity as soon as possible, and to construct a number of residences to house the workers.

The Ingram Mfg. Co., Nashville, Tenn., has plans for the enlargement of its yarn manufacturing division. The company has discontinued its colorug division, and will use this department for its expansion program. Tennessee Tufting Co., a newly organized company, has completed a contract and machinery lease, taking over the tufted rug, bedspread and bathrug department of the Ingram company. The large building which is located at 24th and Heiman Sts., has been secured by the new concern, and is being renovated for its use. It will manufacture and sell its products branded as "Ingram Quality" rugs, bathmats and bedspreads.

Sumner Rhubarb Grower Association, Seattle, Wash., which handles from 85 to 90 per cent of the hothouse or forced rhubarb in western Washington has reported increase in shipments from 16,000 cases in 1926 to 90,000 cases in 1931, 117,990 in 1933, 126,684

in 1934, 64,584 in 1935, 77,004 in 1936 and 70,704 in 1937. This forced crop has now become an important industry in that region.

American Viscose Corp., 200 Madison Ave., New York City, will soon begin superstructure for main mill and other buildings at Front Royal, Va., where large tract was acquired several months ago. Plant will comprise one-story units approximating 400 to 450 by 2,000 ft.

O. B. Andrews Co., Roosevelt Ave., Chattanooga, Tenn., manufacturer of paper board products, corrugated board, etc., has let general contract for one-story addition to mill in Rossville district, 200 by 280 ft.

The Mutual Sunset Lamp Manufacturing Corp., Inc., Brooklyn, N. Y., has purchased 7 acres of land with rail facilities in New Brunswick, N. J. and will erect a 1-story building there with about 60,000 sq. ft. of floorspace.

Hollingsworth-Whitney Co., Boston, will build a \$5,000,000 paper mill on the Alabama state docks property at Mobile. A 99-yr. lease has been made. Approximately 1,000 people will be employed.

Goodyear Rubber Co. has started to reopen its plant in Middletown, Conn., after a shutdown of several months. Between 200 and 300 employees are involved.

COLUMBIA MATCH CO., INC., Cleveland, a new organization, has acquired the former plant of the Ames Bag Machine Co., Mentor, Ohio, comprising 75,000 sq. ft. of floor space. Machinery and equipment are being installed, and the firm will begin production of matches within 6 mos. J. H. Weaver, formerly president of Cleveland Match Co., which was merged some time ago with Federal Match Co., heads the Columbia company.

Atlas Crank & Mfg. Co., Detroit, will move its plant to Spring Lake, Mich., in July. The firm has purchased the building constructed for the Ottawa Mfg. Co., in 1929, and recently occupied by the Michigan Bumper Co. Hubert G. Burnside, president of the Detroit firm, stated operations will begin in August and expects to employ 25 to 30 men. The name of the concern is to be changed to Burnside Mfg. Co., and manufactures automotive accessories and stove products.

Firestone Tire & Rubber Co., Akron, has purchased Andrews-Alderfer Co., manufacturer of latex thread. The company's manufacturing operations will be moved to Firestone's plant at Fall River, Mass.

Bendix Home Appliance, Inc., has acquired a new factory at South Bend, Ind., for the production of the Bendix home laundry. Don O. Scott, president, stated that a long-term lease has been signed on a 12-acre plot and building of the Bigelow Press, and that the acquisition of the new manufacturing plant is another step in its expansion program beginning last March,

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... the parade of NEW PRODUCTS

STANDARD MARKETING CO., INC., has been organized under New York State laws, with temporary offices at 26 Broadway, New York. A. S. Pawling, formerly manager of merchandising of one of the large oil companies, is president, general manager and director of the new company. The new organization, believed to be one of the first of its type, represents the association of a group of sales and marketing experts, who will offer to manufacturers to market their products efficiently, a trained field staff working on a coordinated basis, bringing all sales activities into one general merchandising program. Its activities will cover the oil industry, automotive jobber, national chain and mail order and ultimately through general trade channels. Associated with Mr. Pawling as vice-president in charge of sales will be Martin A. Dewey. B. W. Jackson, formerly with the air-conditioning division of Chrysler Corp., will be secretary and treasurer. Charles M. Piper, formerly general sales manager of Fisk Rubber Co., will be a director of the company.

Plans of the \$5,000,000,000 chemical industry, third largest in American manufacturing, to spend \$100,000,000 in expansion of production plants were announced to the American Chemical Society in a recent survey of chemistry's potential industrial power, by Dr. D. P. Morgan, chemical and statistical expert of New York City. Dr. Morgan said there is an "If" regarding the time when the \$100,000,000 will be spent. If the chemical industry is let alone, this expansion will be within 18 mos. Uncertainties regarding taxes and wages are among the causes of delay. Last year chemistry spent \$100,000,000 on expansions, but at present has cut this spending rate to around 20 per cent. While the individual expansion plans of the large chemical companies cannot now be made public, one item is to spend between \$5,000,000 and \$10,000,000 on a new plant in the Southwest.

PRODUCTION of new printing inks, drawing ink and printing ink eradicator has been a recent industrial feature in the Philadelphia territory. "Eagloss," described as a high-gloss printing ink, rich in color and brilliantly lustrous, economical in single-impression printing of cartons, labels, folders, etc., is the newest production of the Eagle Printing Co., Division of General Printing Ink Corp., 29 No. 6th St., Philadelphia.

Scriptex Ink & Paste Co., 517 So. 2nd St., Philadelphia, manufacturer of printing inks and adhesives, has just entered an additional field, that of the manufacture of drawing ink in black only. Its new line is called "Estex Black India Drawing Ink," claimed to be waterproof and non-gumming to the pen. The company covers the United States from coast to coast, includes Honolulu and the Philippines and exports also to India, the Dutch East Indies and Egypt.

"AFCO Ink-Zip" is the name of the newest product in this general field from the Fergusson Laboratories, Division of the Alex. C. Fergusson Co., 896 Drexel Bldg., Philadelphia. The new product is a fluid for cleaning printers' rollers, whether rubber or synthetic, and also for removing dried and tacky inks from regular composition rollers, ink plates, halftones, electro-

types and all kinds of rubber printing plates and offset blankets. It is said to be slow evaporating and non-poisonous.

David Back, 1011 Diamond St., Philadelphia, is now manufacturing folding boxes, under his own name, for the clothing, pastry and specialties trades. He plans in the near future to add to these lines folding paper boxes for the millinery and laundry trades.

Manhattan Paste & Glue Co., Inc., has acquired a new warehouse and office at Emerald St. & Hart Lane, Philadelphia. E. R. Shephard is district manager.

Compressed Industrial Gases, Inc., with headquarters in Evansville, Ind., has let contract for construction of a one-story brick and steel oxygen and acetylene manufacturing plant at Conshohocken, Pa.

Liquid Carbonic Corp. opened a new production unit in Memphis, Tenn., in May. The Memphis plant, which will bring to thirty-seven the number of Liquid Carbonic's dry ice and carbon dioxide gas manufacturing plants, will serve bottling plants, ice cream companies and soda fountains in Tennessee, Arkansas and parts of Mississippi, Missouri and Kentucky. Capacity of the new plant will be 50,000 lb. daily of dry ice or carbon dioxide gas.

DOUGLAS PRODUCTS CO., 316 No. 67th St., Seattle, Wash., is now including for sundae tops in its output of concentrated fruit juices and crushed fruits, and is adopting some new designs of glass containers developed by Northwest Glass Co., of Seattle. It produces orange, lemon, grape, strawberry, pineapple and cherry fruit punches, under names of "Hi Life" punch and "Sundae-Top" toppings. Stewart G. Douglas is operator of the company, and sales are made through Walter Russell Co., brokers, who are giving the product national distribution.

Freeport Sulphur Co., Port Sulphur, La., as a result of perfection of a process for the reclaiming and reusing of "bleedwater" in the Frasch process of mining sulphur, may secure substantial operating economies, according to D. T. Melver, assistant vice-president. With the new process about 30 to 46 per cent of the old water can be used after its recovery, it was stated.

The Flako Products Corp., New Brunswick, N. J., is placing on the market "Flakorn Corn Muffin Mix," an addition to its line. The mix is packed 11½ oz. to a carton.

American Emblem Co., New Hartford, N. Y., has purchased the business of the Eddie Mfg. Co., Chicago. Eventually both concerns will be housed in the factory building at New Hartford, but temporarily the Chicago factory will be continued as a branch. The Eddie plant has been producing a line of goods similar to that made by the local company, and serving radio manufacturers with component parts such as drive dials, celluloid windows and escutcheons.

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Letters to the Editor



Are the Motor Carriers Ready for Federal Regulation?

BETWEEN the years of 1830 and 1887, rail carriers operated without Federal regulation. During this time, the rail carriers' operations were in a chaotic condition because of ruinous competition between themselves, and between themselves and the water carriers. In 1887 Federal regulation was finally enforced and has continued to be enforced to this very day. But the rail carriers were able to continue for more than 50 yrs. without Federal regulation with the result that they were able to gain a vast experience relative to their operations. They were able to realize through this experience what was a reasonable and what constituted a fair versus a discriminatory rate. They knew what their operating costs were, and thus were in a position to know what constituted a profitable rate.

Motor carrier operators are still in their infancy. They were not allowed to get started before Federal regulation was upon them. They were not given the opportunity that the rail carriers enjoyed to really get started. The great majority of motor carriers operating today do not know what their operating costs are, and are not in a position to arrive at their costs. They are unable to determine what constitutes a reasonable rate or what constitutes a discriminatory rate because they do not know what their operating costs are.

The Interstate Commerce Commission recently has ordered the motor carriers to hold meetings in their respective territories in which they are ordered to arrive at an amicable rate which is to be recognized by the Interstate Commerce Commission as a minimum rate applicable to the territory involved. How is it possible for a motor carrier to arrive at a rate which is non-discriminatory if the motor carriers do not know what it costs them to operate?

Why not declare a moratorium. Let the Commission allow the motor carrier to operate for, let us say, 2 more years without Federal regulation, relative to rates. This will enable the carriers to become organized. During this period allow the motor carriers to operate as heretofore. Let the Commission order periodic rate meetings among the motor carriers to arrive at a reasonable rate basis to assess in their respective territories. Let the Interstate Commerce Commission through direct contact with these meetings, or otherwise, educate the motor carrier as to the methods involved in arriving at profitable rates. The Commission can be extremely helpful in educating the motor carrier relative to cost of operating methods, proper book-

keeping methods, rate compilations and classification methods to use.

Then, after 2 yrs., let the Interstate Commerce Commission enter the picture, prescribe minimum rates in each particular territory, issue certificates to deserving carriers and supervise motor carrier operations in much the same manner that the railroads are supervised today.

J. A. Maupai, General Manager,
Frankling Delivery Service, New Rochelle, N. Y.

Campbell Stores Also One of the Old Timers

IN the May issue of *DandW*, page 11, you list many warehouses of 50 yrs. or over. Campbell Stores was established in 1881 and has been in business continuously since. The writer has been with this concern since 1886.—H.E.S. Wilson, president, Campbell Stores, Hoboken, N. J.

Supreme Court Upholds Ban on Car Spotting Fee

The U. S. Supreme Court on April 25 upheld for the third time orders of the I.C.C. prohibiting railroads from making terminal allowances to large industries for "car spotting" services performed within their plants.

The ruling reverses a decision handed down in the Federal District Court at New Orleans, where the commission's findings had been enjoined. The case involved several southwestern oil and lumber companies which attacked the commission's order.

The Supreme Court opinion stated that there was substantial evidence to support the I.C.C.'s findings and that the right of the group to prohibit any allowance for terminal services previously had been upheld in the Supreme Court. The high tribunal in two previous decisions, involving appeals from the Federal courts at Milwaukee and the eastern district of Pennsylvania, upheld the commission.

The industries which attacked the I.C.C.'s rulings contended that "spotting" of freight cars within their plants was a service which the railroads were required to perform under the regular line haul rates. In most instances, these industries "spotted" freight cars within their plants with their own equipment and received allowance from the carriers for performing this service. The commission, after an investigation, found these allowances unlawful.

WE'VE HEARD THAT—

British Warehouse Sorts Rice By Electric Eye

PERFECT classification of rice grains based on their whiteness is being done at the Southwark, England, warehouse of Messrs. C. T. Bowring & Co. The equipment used embodies the photo-electric tube (electric eye) to spy out each grain according to color, rejecting the dark ones. The grains speed through the machine and before the "eye" at a rate of 10 tons of rice a week.

Inventor of the machine is W. R. Horsfield, with whom S. L. Beale worked as consulting physicist. It is built up of identical units and runs from an ordinary electric convenience outlet with a consumption of about four units of current to every ton of rice sorted. There are 10 units in the machine now in operation at the Bowring warehouse with rice passing through each unit at a rate of 100 grains a second. The grains are fed from a hopper through a tube, which rotates slowly delivering them in an even stream to the feeder. The feeder is a pair of rapidly revolving metal disks with spiral groove between. Centrifugal force carries the grains from the center of the disks to the rim by way of the spiral groove and arranges them at equal distances, all pointing the same way.

The spiral groove was too intricate to cut with any standard machine and maintain accuracy and cutting by hand also precluded the necessary accuracy. So a delicate and complicated drill was developed and specially built to cut the spiral.

Emerging from the feeder at a rate of 5 ft. a second in a single line each grain passes under a photo-electric tube, which releases an electric impulse sufficient to set in action a jet of compressed air. This jet passing through a tiny slit for a thousandth of a second sends the unwanted rice grain spinning into a separate receptacle which is shut off long before the next grain has time to pass before the electric eye. The operator of the machine can adjust the photo-electric tube to any degree of whiteness of the rice that is desired. A larger installation for the same purpose is now being built by Mr. Horsfield.

Plastic from Milk

William S. Murray, of Utica, Republican State Chairman and a research chemist, has perfected a process which may solve the problem of what to do with surplus milk. He has just been awarded a patent by the U. S. Patent Office for his method of converting

the solids of milk into a plastic. Rights of the use of the invention have been assigned by him to the Dairymen's League Co-operative Assn., Inc., of New York. The invention, it is stated, will permit the use of milk solids as a finish on automobiles, similar to Bakelite, and for numerous other purposes in which a hard, high finish is desired.

The method comprises the mixture of milk solids, including casein and lactose, with a weak acid of about the dissociation value of resin acids, a tanning agent, and an alkaline material adapted to neutralize the tanning agent. The mixture is then treated with water at a temperature of between 100 and 120 degs. centigrade, with agitation, and the result is then dried.

Tasmanian Pine Wood for Newsprint

A large group of Australian newspapers expect to begin the manufacture of their own newsprint. Experiments carried on for a number of years with pine from Tasmania are nearing a successful conclusion and the plan may be put into effect in 1939. Sir Keith Murdoch, managing editor of The Melbourne *Herald* and a director of several other Australian newspapers, is one of the promoters.

More Texas Grapefruit

An increase in the estimated production of grapefruit in Texas and a decrease in estimated production of oranges have been announced by the Texas Citrus Growers Industry Committee. The grapefruit crop will be 11,000,000 boxes and oranges will be 1,300,000 boxes.

Good Pineapple Year Seen

Pineapple shipments of juice and fruit from the Hawaiian Islands are expected to be very satisfactory for 1938. From the first of the year to Feb. 21, 760,000 cases were shipped. Canned pineapple pack of the Hawaiian Islands for 1937 totaled 12,500,000 cases, an increase of 500,000 over the preceding year. Juice output was estimated to be about 6,500,000 cases, 150,000 over 1936.

Cuban and Malayan Pineapple Crops Heavier

The Cuban pineapple crop this year will run considerably heavier than last season. It is predicted that total exports of fresh pineapples will exceed the 1,000,000 crates which were moved from the island in April, May and June of 1937.

Owing to an overproduction of some 600,000 cases of pineapples in British Malaya, producers and packers in the Malayan pineapple industry are considering voluntary restriction of production.

Exports of Cuban raw sugar in the first quarter amounted to 678,610 Spanish long tons, compared with more than 800,000 long tons in the first quarter of last year. Shipments to the United States amounted to 524,060 long tons, compared with 660,561 in the same part of 1937.

Wholesale Food Index Declines 1 Cent to \$2.36

After a period of steadiness the weekly food index compiled by Dun and Bradstreet dropped 1 cent on April 26 to \$2.36, the lowest figure in almost 4 yrs. This is a decline of 50 cents, or 17.5 per cent, from the 1937 figure of \$2.86.

The daily commodity index fell to the lowest point in 4 yrs. on April 25, standing at 108.36, compared with 109.28 a week earlier and 150.06 a year ago.

Changes in Personnel

Andrew C. Quale, former district manager at Detroit for Geo. A. Hormel & Co., is now assistant sales manager at Austin, Minn.

E. O. Hand, general sales manager of Allen-A Co., is now vice-president in charge of sales, and will hereafter be located at the new executive headquarters in Bennington, Vt.

R. Clyde Allen, general sales manager of the Endocreme Co., New York, resigned from the company, April 15.

C. W. Ahrens has been appointed manager of the Pacific Coast division of Seagram-Distillers Corp. Mr. Ahrens has, for a number of years, been closely identified with liquor distribution in the West, his most recent experience being as western liquor supervisor for McKesson-Robbins, Inc., covering California, Arizona, Nevada and Hawaiian Islands.

H. D. McKnight has been appointed traffic manager for the National Screw & Mfg. Co., Cleveland. He was formerly general traffic manager for the Glidden Co., and prior to that period traffic manager of the Newton Steel Co.

W. O. Davis, assistant traffic manager, and George Low, office manager western district of the United States Steel Corp., subsidiaries, Chicago, have retired. Mr. Davis has been connected with the corporation subsidiaries for 36 yrs., and Mr. Low has been in the service of the corporation for 26 yrs. They have spent their entire business careers in the traffic field.

W. R. Moore has become traffic manager of the Sweets Company of America, Inc., at New York, this in addition to his duties as traffic manager, Rockwood and Co., Brooklyn, N. Y.; traffic manager, Frank H. Fleer Corp., Philadelphia; and traffic manager, Eastern Confectioners' Traffic Bureau, New York.

Walker Heads Indiana Household Movers Assn.

At a recent meeting of the Indiana Household Movers Assn., Irwin Walker, treasurer and manager, Shanks Fireproof Warehouse Co., Indianapolis, was elected president. Other officers elected were W. C. Meinke, treasurer and manager, Meinke & Sons, Inc., La Porte, vice-president, and J. Z. Woodworth, manager, Woodworth's Storage, Individual, South Bend, secretary and treasurer.

Keenans Celebrate Golden Wedding Anniversary

James F. Keenan, Haugh & Keenan Storage & Transfer Co., Pittsburgh, and Mrs. Keenan celebrated their Golden Wedding anniversary Easter Sunday, April 17. The happy event was held at the home of Mrs. Paul Nicoladse, Port Washington, Long Island, where the Keenan family customarily spend their Easter holidays. Their numerous friends in the warehouse industry remembered Mr. & Mrs. Keenan with telegrams and gift tokens. The latter included Golden Wedding scotch and golden oranges from California.

Grant Wayne

GRANT WAYNE, long identified with the warehouse business in New York City, died April 20 on his farm at Sharon Springs, N. Y., at the age of 73. He leaves a widow, two sons and a daughter.

Mr. Wayne's first connection in the warehouse business dates back to 1884 when he joined the Lincoln Warehouse Corp. and there was associated with his brother, W. H. Wayne, and Walter C. Reid, both deceased.

In 1900 he was appointed manager of the West End Storage Warehouse Co., Inc., and remained there until 1933 when he retired to his farm.

Mr. Wayne was a former president of the N.Y.F.W.A., one of the first vice-presidents of the N.F.W.A., and president of the Van Owners Assn. of New York City.

Dallas Transfer's New Rail-Truck Terminal



Shown above is the new 45,000-sq. ft. rail-truck terminal at Cadiz St. and Santa Fe tracks opened April 30, under the operation of the Dallas Transfer and Terminal Warehouse Co. The general offices of the H. & N. T. Motor Freight Lines, Inc., with its depot, docks and garage, the office of the Dallas & Ft. Worth Motor Freight Lines with its receiving and shipping docks, also the pool car docks, garage shops, etc., of the Dallas Transfer and Terminal Warehouse Co. are operated at this terminal.

The terminal will serve as a junction point between rail and truck freight in the Dallas trade territory and will handle the trucks of the above-mentioned companies.

Thomas Lawrence

THOMAS LAWRENCE, 65, manager and co-owner of the Merchants' Transfer and Storage Co., Springfield, Ill., died April 23, following a short illness. Mr. Lawrence had been with the Merchant's company more than 25 yrs. He was a past president of the Springfield Lions club, a member of the 1873 club, Knights Templar, Consistory and Shrine, and a thirty-second degree Mason. Surviving are his wife, Anna Elizabeth; three daughters, one son, James W., Chicago; three grandchildren and three brothers.

New A.W.A. Members

The following companies have been admitted to membership in the A.W.A.: Petersburg Bonded Warehouse Corp., Petersburg, Va.; Geo. M. Clancy Carting Co., Inc., Rochester, N. Y.; Lincoln Tidewater Terminals, New York, N. Y.; Newark Tidewater Terminal, Inc., Port of Newark, N. J.; Reely's General Storage & Freight Terminal, Missoula, Mont.; Hoboken Dock Co., Hoboken, N. J.; Koon-McNatt Storage & Transfer Co., Dallas, Tex., and Eyres Transfer & Warehouse Co., Inc., Seattle, Wash.

Dunbar of San Diego, a Director

J. B. Dunbar of the San Diego Ice & Cold Storage Co., San Diego, Cal., has been elected to the board of directors of the Pacific States Cold Storage Warehousemen's Assn.

Sheldon Honored on Golden Jubilee

Fifty years ago Jesse E. Sheldon, of Holyoke, Mass., entered the trucking business which his father had started 20 yrs. previously with a single pair of horses. On April 28, industry in general paid a glowing tribute to the treasurer of the Sheldon Transfer and Storage Co. on the occasion of his golden jubilee.

Nearly 300 railroad, transportation and storage company representatives traveled from as far away as Chicago to help honor Sheldon, who, despite his active career, had found time to serve Holyoke as alderman, water commissioner and member of the gas and electric commission. The occasion also marked the 25th anniversary in the business of his son, A. E. Sheldon, president of the concern.

Credited with being one of the first to establish a carloading company in the country, Sheldon experimented with the first motor truck in 1908 and watched the business motorize.

Mr. Sheldon began with the paper industry in the development of plant deliveries and at present his firm serves a 40-mile radius of Holyoke. The company has active contact with 115 truck companies scattered in 41 states.

At the banquet given him, Mr. Sheldon was presented with a diamond studded ring; Mrs. Sheldon with a bouquet of roses; and A. E. Sheldon, his son, with a pen and pencil set.

Goodwin Joins O.K. Memphis

O. K. Storage and Transfer Co., Memphis, Tenn., announces that James S. Goodwin has joined the organization as contract manager, in a sales and service capacity. Mr. Goodwin has resided in Memphis 4 yrs. and has been in the moving and storage business for 15 yrs. Before coming to Memphis he was with a large Philadelphia warehouse and later a warehouse in Greensboro, N. C., his original home.

Modern Construction Marks New Alabama Transfer Warehouse

With the completion of its modern monolithic concrete structure on North Perry St., the Alabama Transfer and Warehouse Co., Montgomery, has 355,000 cu. ft. of fireproof storage space for household and office effects.

The walls inside are finished in white modernistic chrome lighting fixtures, tile floors and comfortable furnishings are other features. The office of E. C. Lowery, president of the company, opens off the main entrance.

Another feature is the large storage vault where silver and other valuables are stored. Comfortable and



attractively appointed lounge rooms have been established for men and women.

At the rear of the building is probably the largest elevator in Montgomery, having a capacity for the largest size truck load. The elevator is operated by button control.

The storage space on each floor is carefully blocked off. Each lot of furniture is carefully wrapped and prepared for storing, placed in its allotted aisles and tagged with its lot number on colored tags, different colors being used for each allotment.

The old brick building will be used for storing commercial products and other items. Shipping will also be handled there.

The Lowery brothers, E. C. and E. M., started in business as haulers in 1919. Since then they have expanded through the purchase of another transfer company and other buildings.

Paulson Heads Portland Warehouse Assn.

R. A. Paulson, president of the Standard Warehouse Co., Portland, Ore., has been elected president of the Portland Drayage and Warehousemen's Assn. He succeeds M. P. Pihl, president of the Pihl Transfer & Storage Co., who has become chairman of the board.

Other officers, also unanimously elected are: H. W. Danskin, manager of the Manning Warehouse & Transfer Co., vice-president, merchandise division; Harvey Lounsbury, Jr., Rudie Wilhelm Warehouse Co., Inc., vice-president, household goods division; H. E. Cowgill, Post Special Delivery Co., secretary; and R. A. Crawford, Red Ball Transfer, treasurer.

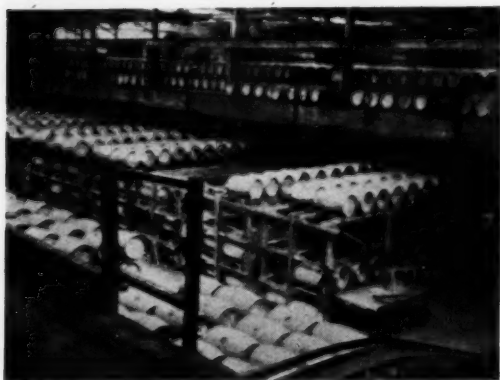
Those elected to the board are: Sam Gaddis, Fred Bekin, H. J. Schwartz, Harry Goble, David McK. Wilson, Ellery M. Sills, Preston Thellor, H. B. Gibbs. W. C. Francis continues as manager of the association.

Lehigh, Newark, Opens Bottling in Bond Plant at Elizabeth

On April 30, the Lehigh Warehouse & Transportation Co., Newark, N. J., held a formal opening of its bottling-in-bond plant in connection with its Internal Revenue bonded warehouse at its Elizabeth, N. J., branch. The affair was attended by over 175 representatives of the liquor trade who pronounced it a distinct success.

Inasmuch as 4-yr. old distilled spirits may be bottled only by distillers on their premises or by an Internal Revenue bonded warehouse, Lehigh is anticipating an increasing volume of business due to this new facility which will provide the metropolitan liquor trade with an economical bottled-in-bond operation.

Albert B. Drake, president of Lehigh, has announced that the new operation will be under the personal



supervision of Harold Bowman, formerly manager of Stanco, Inc., Standard Oil subsidiary at Bayway, N. J.

This bottling plant is a natural outgrowth of the Internal Revenue bonded warehouse business which Lehigh entered in 1934, shortly after the repeal of national prohibition.

One hundred and fifteen thousand square feet were originally bonded but Lehigh's liquor business has developed to such an extent that the area under bond has been expanded to close to 500,000 sq. ft. Mr. Drake ascribes this increase to many factors—lower "In Bond" freight rates, complete tax payment facilities, cooping and barrel inspection services, low insurance rates and complete burglar protection.

Bekins Van & Storage Self-Insurer Plan

DandW has received the following information from Milo W. Bekins, president, Bekins Van & Storage Co., Los Angeles, Cal.

"I thought your magazine might be interested in some facts on compensation insurance as it pertains to our company as a self-insurer.

"Bekins Van & Storage Co. and affiliated companies have been self-insurers since January, 1929.

"During the first few years, we purchased a stop-loss policy which cost us 10 per cent of our premium but protected us if our losses exceeded our premium. Our experience, however, was excellent and after a few years we discontinued this policy, we having set up reserves to protect us.

"Our method of operation is as follows: Each quarter we set up the amount of insurance as an expense, based on the manual rates for compensation in the State of California. We hire an adjuster and insurance counsellor to handle all of our claims, paying him on an annual fee basis.

"During the past 6 yrs. we have paid ourselves a dividend of 25 per cent of the premiums and continued

to set up the balance of savings as a reserve. This reserve, at the present time, amounts to \$65,000.

"The experience, during the past 4 yrs., shows the following loss ratio of percentage to the total premium: In 1934, compensation benefits 18 per cent; medical care 13.2 per cent; hospital 5.9 per cent; administration expense and safety publicity 7.2 per cent; total loss ratio 44.5 per cent. In 1935, respectively, 20 per cent; 7.9 per cent; 1.9 per cent and 6.2 per cent. In 1936, 22.2 per cent; 9.3 per cent; 3.8 per cent; 5.3 per cent. In 1937, 16.1 per cent; 7.3 per cent; 3.2 per cent and 4.8 per cent. Average cost over the 4-yr. period is 38.5 per cent. Total saving 61.5 per cent.

"In order to become a self-insurer in California, it is necessary to put up a bond with the State Treasurer, which is legal for savings banks. The amount of the bonds depends somewhat on the discretion of the Industrial Accident Comm. In our case the amount is \$25,000.

"During the period we have been self-insurers we have had two deaths, the cost of which has been \$5,000 each.

"Members of the industry may be interested in further information. If so, I will be glad to correspond with them."

Tacoma Port Opens—10-Day Truce at Seattle

The port of Tacoma, Wash., was opened May 13 and assurances were given by both the ship owners and the marine unions that vessels at Seattle will continue to work cargo without interruption and on normal schedule.

Threats by the dock workers to close the port of Seattle on May 12 were laid aside when the Seattle Waterfront Employers Assn. effected a 10-day truce in connection with the marine labor difficulties which closed the port of Tacoma late in April.

General Class Rates in South and West Ordered Readjusted

The Interstate Commerce Commission has taken two actions in proceedings involving rail class rates. It has ordered general readjustment of class rates between the entire south and the western territory. This will result in a net reduction of 7 per cent in these charges.

It has also ordered postponed further investigation into class rates between southern territory and the area of the Ohio River.

The readjustment of class rates between southern and western territories completes a general revision of class rate structures launched in the summer of 1936. Class rates, as distinguished from commodity rates, apply to articles which move in quantities too small to warrant a separate rate of their own. Commodity rates apply to bulk shipments such as grain, coal and lumber. The reduction affects shipments from North Dakota, South Dakota, Nebraska, Kansas, Minnesota, Wisconsin, upper Michigan, Iowa, Missouri and northwestern Illinois into the territory east of the Mississippi and south of the Ohio and south of a point near Kenova, W. Va., and a line running eastward to the Atlantic Ocean.

The reduction applies to shipments which in 1933 totaled 80,000 tons and yielded \$1,738,000. Rates on that traffic, however, have been increased 10 per cent since 1933.

Chairman Walter M. W. Splawn, in a concurring opinion, said the new rates would "eliminate inequalities and bring these inter-regional class rates into line with orders."

Commissioner Charles D. Mahaffie, however, dissented, contending that a "thorough-going revision of

the entire basis of making rates on this traffic" is necessary. "Such a revision is only delayed by further attempts to patch up an outmoded structure," he continued.

Decision of the commission, in the second of the two rate cases, postponing indefinitely its investigation into class rates between southern and northern territories had the effect of discontinuing this proceeding entirely, it was said. The commission said, however, its action was without prejudice to renewing the inquiry. The case was brought at the behest of southern shippers, in an effort to obtain reductions in class rates within southern territory. Later, however, the commission on its own motion broadened the investigation to include rates between official (northern) and southern territories.

Louisiana Has Many New Industries

LOUISIANA last year attracted investments totalling \$47,000,000 in new plants and factories, giving employment to 10,000 construction workers and some 15,000 persons who will eventually be employed in operating the new units, stated Governor Richard W. Leche in reviewing the results to date of the state's new industrial program.

The 86 contracts signed by the Louisiana industrial board with industry last year represent widely different fields of activity, Governor Leche emphasized. Foremost in the group, he pointed out, is petroleum. More than \$14,000,000 in pipe lines and refineries are being constructed in Louisiana. In a few years' time, he said, the state has jumped into the top flight among oil-producing states.

Louisiana's drive to attract new industries through 10-yr. tax exemption privileges continues to interest foreign capital and to induce local plants to expand. The state industrial board in December announced that tax exemption contracts had been signed for twenty-five new industrial plants aggregating \$2,520,379 worth of construction. Sawmills, steel works, sugar, syrup and cotton oil mills, pipe lines, chemical plants, cotton gins, oil refineries and other industries are included.

Largest of the new projects is an \$815,000 expansion program to be undertaken by the Mathieson Alkali Works at Lake Charles. Additions will be made to the chemical plant, factory, warehouses and shipping facilities, to be completed by Dec. 31, 1938.

The Magnolia Sugar Cooperative, Inc., has contracted for additions and reconstruction of its sugar mill at Magnolia plantation in Terrebonne parish (county) to be completed this winter at a cost of \$381,491.06. The Evangeline Pepper and Food Products Co. of St. Martin parish, has completed its sugar and syrup mill at a construction cost of \$125,000. The Rodessa Oil Refining Corp., Cedar Grove, La., has constructed additions to its oil refinery just outside of Shreveport, amounting to \$75,000.

The Caddo Crude Oil Purchasing Corp. has constructed pipe lines in Claiborne and Lincoln parishes costing \$138,500, including a gathering system. The Freport Sulphur Co., New Orleans, has made extensive additions to its plant at Grande Ecaille, Plaquemines parish and at Port Sulphur, La. Construction costs are estimated at \$307,795.

Harry Bros. Co., Inc., New Orleans, is making additions to its plant for the manufacture of steel products to be completed within a year and to cost between \$15,000 and \$50,000, depending upon the specifications finally adopted.

A St. Charles parish plant for the manufacture of dairy products has been completed by Dr. Walter Mattingly. It cost \$25,000. Apte Bros., Delaware canning corporation, is spending \$10,000 to build a canning factory at Mansura, La., to can vegetables and other

agricultural products. It will be in operation by Aug. 19, 1938.

Watson Sand and Gravel Co., Fluker, La., has constructed a plant for dredging, removing and distributing sand and gravel which involved a \$41,250 expenditure. A \$12,500 cotton gin was built at Columbia, La., by John W. James and a \$16,000 gin in Acadia parish has been completed by the Peoples Ginning Co., Ltd. A plant for the manufacture of sugar and sugar cane products has been completed in St. James parish by a syndicate financed by the Hibernia Bank and Trust Co., New Orleans, at a construction cost of \$116,500.

Bonded Partitions to Be Completed by Oct. 31

The Bureau of Customs in its circular letter No. 1831 to Collectors of Customs and others concerned states: "Representations have been made that proprietors of bonded warehouses will be unduly burdened if they are required to take immediate action looking to the installation of partitions which conform to the specifications set forth in Bureau Circular Letter No. 1797 of Jan. 12, 1938.

"You are therefore directed to advise proprietors of bonded warehouses in your district which were established before Jan. 12, 1938, that the installation of the required partitions need not be completed until Oct. 31, 1938.

"The requirements of the circular letter are in no way modified with respect to warehouses established on or after Jan. 12, 1938."

A good many customs bonded warehousemen were troubled when their local Collectors of Customs made them acquainted with the contents of Bureau of Customs Circular Letter No. 1797, issued on Jan. 12. This letter prescribed certain specifications for the construction of partitions separating customs bonded space from other space in the warehouse plant. It intimated that customs bonded warehousemen had to reconstruct before Jan. 31 any of their partitions that did not conform with the prescribed specifications.

The Merchandise Division of the American Warehousemen's Assn. took exception to these requirements through its Counsel Lane Cricher. The change in date was the outcome.

Some warehousemen feel that the particular specifications prescribed in the Circular Letter No. 1797 are rather drastic, particularly since the Bureau of Customs, through its form of proprietor's bond, is disposed to consider the warehouseman practically an insurer of the bonded merchandise in his custody. On the other hand, other warehousemen see in the requirements as to partitions some advantage in that they tend to reduce the number of permits issued for the operation of Class 2 bonded space. Up to now it has appeared that the policy has been to grant importers Class 2 permits practically on request and without any reference to the volume of Class 3 bonded space available in the locality. The expense of erecting partitions in accord with the prescribed specifications may deter importers from wanting to operate Class 2 space and may cause them more to utilize the facilities of Class 3 customs bonded warehousemen.

Philadelphia Wharfage Case Up Again

The Philadelphia wharfage fees case has come up again. The city, on April 22, petitioned the Supreme Court in Washington to review the Pennsylvania Supreme Court decision which held invalid the city's attempt to regulate wharfage charges of Philadelphia's pier operators.

The city had sought to regulate the charges when

pier operators announced they intended to assess "top wharfage" fees of 50 cents a ton on all freight moving over their wharves, which was not transported to or from the piers by railroad. The State Supreme Court ruled that neither the city of Philadelphia nor the Pennsylvania Public Service Commission had the authority to regulate the rates, because the Federal Government had exclusive jurisdiction and the rates were subject to regulation only by the Interstate Commerce Commission and the National Maritime Commission.

New York City Victor In Sales Tax Test

Drawing a distinction between orders placed in New York City subject to acceptance outside the state and orders accepted in the city subject to filling from outside the state, the Appellate Division has ruled that Sears, Roebuck & Co. is liable for the New York City sales taxes on so-called "ship direct" sales in which the merchandise to fill an order is forwarded directly to the consumer from warehouses in New Jersey, Pennsylvania or Massachusetts.

The ruling will limit the scope of the exemptions from the tax claimed under an earlier ruling of the Court of Appeals in the so-called National Cash Register Co. case. In this case the courts held that orders taken in New York City subject to acceptance at the main office in Ohio were not taxable since they involved interstate commerce.

The Appellate Division decision entitles the city to retain \$11,446 which Sears, Roebuck & Co. paid under protest in connection with "ship direct" sales amounting to \$462,744 made between Dec. 10, 1934 and Dec. 31, 1935, the period under review.

The "ship direct" sales, the company explained in its brief, were made from samples or catalogues in its nine retail stores within New York City. Customers placed their orders at the stores and the merchandise to fill them was sent from warehouses or factories outside the state directly to the customer.

The city argued that the sales were made in New York and were subject to the taxes. It considered as incidental and of no interest to the customer the fact that the merchandise involved was shipped from a point outside the state.

Maritime Com. Ruling on Hoboken Piers Disposal Brings Protest

In face of the expressed attitude of the United States Maritime Commission against disposing of the Government piers at Hoboken, N. J., to the city, a new drive to demand redress for the city in its 20-yr. loss of taxes from the pier property has gotten under way at Washington. From conferences there it is hoped that some of the uncertainties which have developed over the problem as a result of the abortive effort of the city to secure one of the piers for sublease to the General Foods Corp.

Counsel for General Foods contended after he had made an investigation of the situation at Washington that the Maritime Commission did not have the power to sell or lease the piers and in official quarters it was felt that new legislation to give the Maritime Commission that power should be enacted.

United States Senator John Milton, following a conference with Mayor McFeely, agreed to have submitted in the Senate an amendment to the Copeland Bill, which provided for amendments to the Maritime Act of 1936. There is some doubt, however, that such an amendment is necessary.

Maritime Commission officials, it is stated, feel that the commission could not permit Hoboken to acquire

the terminal because of the possibilities of war and the necessity of retaining the piers by the government for national defense.

At present the piers are on lease to the Atlantic Terminals Corp. for a period of 5 yrs., which expires Aug. 1. It is understood that the commission intends to advertise for competitive bids when the present lease expires.

10 Per Cent Increase in Business at N. Y.

IN his report to the Atlantic States Shippers Advisory Board, C. Milbauer, chairman of the Warehouse and Storage Division, stated that the second quarter of the year will show a 10 per cent increase for both the waterfront and inland warehouses in the New York City area. He also stated that the new rule of the Maritime Commission making it mandatory that shippers and receivers remove their imports from the piers and docks of the steamship lines not later than 10 days after the unloading of the vessel, did tend to materially increase the tonnage at the Port of New York.

While the average for the first quarter was below 60 per cent in most of the warehouses, the prospects for increased storage during the second quarter looked very promising on account of the market and conditions of business at the present time. Occupancy for most warehouses increased about 5 per cent during the first quarter, due mainly to the storage of seasonal commodities held for future consumption.

Ohio Wine Import Tax Sought

Northern Ohio grape growers, seeking a 30-cent-a-gallon tax on wines imported into Ohio, have presented a petition to the special session of the state legislature. The Northern Ohio Grape Growers' Assn. is combating competition of California wines.

Oklahoma Intrastate Rates Up 10-15%

Railroad freight rates increased 10 to 15 per cent on a large group of commodities transported within the state were recently authorized by the Oklahoma State Corporation Commission.

Sought by the railroad companies to bring intrastate rates into harmony with interstate tariffs, the order permits increases on shipments of such commodities as steel, pipes, many kinds of groceries, brick, window glass, stoves, syrup, peanuts, salt, wall board, cement, and iron and steel articles.

Mrs. Matson

Mrs. Andrew Matson, owner of the Racine Storage Co., Racine, Wis., died at a hospital April 25, following a period of extended illness.

Lentz Back to Work

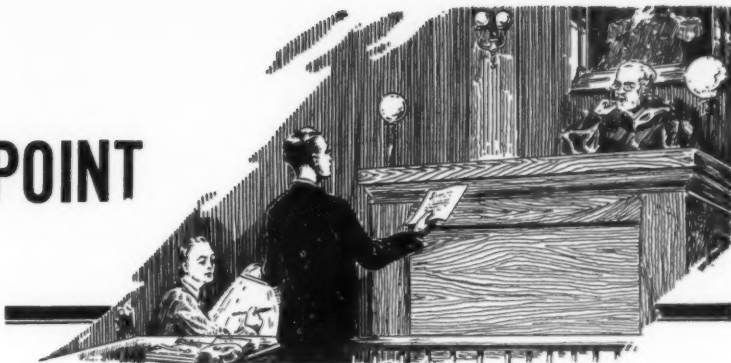
George D. Lentz of the Lentz Transfer & Storage Co., Winston-Salem, N. C., returned to work late in April after having undergone an appendectomy operation which occurred March 24.

Ardapple Resumes Duties

Walter Ardapple of the Joe R. Ardapple Storage and Transfer Co., Lafayette, Ind., is back at work after convalescing several weeks as a result of an appendectomy operation performed April 18.

FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



Interstate Business Not Taxable

IN view of the privileges accorded those who transact interstate business, neither a state nor a city taxation law is valid which is intended to tax interstate commerce.

For instance, in *Roanoke v. Stewart Co.*, Roanoke, Ala., 176 So. 821, it was shown that a company located in Georgia sent salesmen into Alabama to solicit orders. The salesmen sent or personally took the orders to the company office in Georgia. In many instances the customers in Alabama telephoned and mailed orders to the company in Georgia. After orders were approved the goods were shipped by the company's motor trucks from Georgia and delivered directly to the customers in Alabama.

A city in Alabama passed an ordinance to levy a license tax upon persons, firms, or corporations maintaining places of business without the city who take orders, or receive orders for the sale of any merchandise to be delivered "within said city and who fill such orders by delivering the merchandise * * * in their own vehicles within said city."

The company contested the validity of the ordinance on the grounds that its business was interstate and that the ordinance did not and could not affect or control its method of doing business.

On the other hand, the counsel for the city argued that the company should be compelled to pay a license because the company sends its trucks, which incidentally are trucks of large capacity, and unload the cargo at the various business houses in the city and that it unloads such cargo on the front or main business street of the city and to the discomfiture of its pedestrians, travelers, and users of the streets. Further, that the company pays no taxes of any kind or of any manner to the state of Alabama, and neither does it pay any revenue taxes or license, either for police power or for revenue pur-

poses to the city. Further, that there are wholesale houses in the city who pay privilege license and taxes for policing and not only do they pay such license or tax but they also pay tax on their stock of goods computed on yearly average

Mr. Parker answers legal questions on warehousing, taxes and related matters.

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and computed by the laws of the state of Alabama. Although it was contended that, for these reasons, the Georgia company should be compelled to pay the license tax, the higher court held the ordinance void, with respect to the Georgia company.

Status of Warehouse Receipts

VARIOUS courts have held that assigned negotiable warehouse receipts transfer the title to only such merchandise that is listed in the receipts. A very important point of the law is that warehouse receipts are not within the scope of state laws which control the sale of "securities."

For illustration, in *Mutual Bankers Co. v. Terrell* 178 So. 399, it was disclosed that negotiable warehouse receipts were issued to the owner of whiskey in barrels. The serial numbers of the receipts were listed thereon.

The legal question arose whether

the receipts included certain barrels whose serial numbers were not listed on the receipts. This court said:

"The title to the whiskey is transferred by the assignment and transfer of the certificate, and that assignment transfers the title to no whiskey except that which is in the container identified by the number thereof in the certificate."

Also, the legal question arose whether warehouse receipts are legal "securities." In holding that warehouse receipts are not "securities" and, therefore, not affected by laws controlling the sale of securities, the court said:

"The appellee has cited no authority for the stated conclusion that the bonded warehouse certificates constitute securities within the purview of those legislative acts. Such bonded warehouse certificates as are here involved constitute evidence of title to personal property, in this case the title to whiskey contained in certain numbered barrels stored in the bonded warehouse issuing such certificates."

Employee Not Entitled To Damages

THE law imposes on all warehousemen not only the duty of furnishing employees a reasonably safe place to work, but also the duty of keeping things reasonably safe. Nevertheless, the law does not require the place be kept absolutely safe at all times. Another well settled point of the law is that the duty of the employer in regard to tools, equipment, and places to work, is not that of an insurer, but is simply to exercise reasonable care to furnish the employee with reasonably safe tools and appliances and likewise as to a safe place to work.

For illustration, in *Wilson & Co. v. Holmes*, 177 So. 24, it was disclosed that an employee was injured while moving a large number of heavy empty containers on a hand-push truck from one location to another location. He sued the employer for damages contending that the accident resulted from the floor being so rough that the push truck was caused to vibrate and rock and the containers fell upon him. However, the higher court refused to

allow the employe damages, saying:

"The rule is that the master is not required to furnish the newest, best, and safest machinery, appliances, and places to work, but his obligation is met when he exercises reasonable care to furnish such as are reasonably safe and suitable for the purpose in view."

Warehouseman Liable For Hospital Bill

FREQUENTLY warehousemen find that insurance policies are not effective when endeavoring to collect the amount believed to be due under the policy. For this particular reason all warehousemen should take time to study and know the contract obligations assumed by all insurance companies, otherwise insurance premiums may be paid for many years without providing desired protection. If the insurance company refuses to pay a bill, which the warehouseman believes it should pay, the warehouseman is personally liable.

For example, in *St. Mary's Hospital v. Atlas Warehouse Storage Co.*, 277 N. W. 144, it was shown that a warehouse employe was injured and he was sent by the warehouseman to a hospital with instructions to charge the hospital bill to an insurance company with whom the warehouseman carried injury liability insurance. When the insurance company refused to pay the bill the hospital sued the warehouseman. The latter argued that he could not be liable because the account was in the insurance company's name, but the higher court held the warehouseman liable, saying:

"Liability does not depend upon to whom credit was extended, but upon who in law was responsible for the payment of the bill. Failure of efforts to collect from any one does not relieve any other."

Does Lien on Goods Apply When Space Is Leased?

LEGAL EDITOR, DandW: Several months ago we rented space to a customer. This space was to be paid for at a predetermined monthly rate. In other words, we did not act as warehouseman, but simply rented space on the monthly payment basis. The legal question now presented is, as follows: Are we entitled to a warehouseman's lien on goods stored in this space to secure payment of our rental charges which now are overdue?—*Fidelity Storage and Transfer Co.*

Answer: If the goods stored in the space belong to your customer, you have a lien on the same to secure payment of the agreed rental charges. However, since you did not act as a warehouseman, but the relation of landlord and tenant exists, you cannot perfect a ware-

houseman's lien on the stored goods to secure payment of the overdue charges.

Various courts have held that when the relation of landlord and tenant exists, the landlord has a lien on the property belonging to the lessee in order to secure payment of overdue rental charges. Of course, a warehouseman's lien and a landlord's lien differ materially. A warehouseman is entitled to a lien on stored goods to recover overdue charges and he may seize, advertise and sell the same in accordance with provisions of the state statutes which, however, do not authorize a landlord to seize, advertise and sell a tenant's merchandise.

In view of the complications likely to arise, it is advisable that you consult a reputable lawyer in your city who is familiar with laws relating to warehousemen and landlords. In this manner you may avoid losses which may result from illegal seizing and selling of your tenant's goods.

Liability on Household Goods Used as Security on Debt

LEGAL EDITOR, DandW: About a year ago Mr. X was arrested and sentenced to jail. His wife was destitute and Mr. Y advanced her some money. As security, Mrs. X sent household goods to our warehouse and received a non-negotiable warehouse receipt which was made out for the account of Mr. X, c/o Mr. Y; such property to be delivered to the order of Mr. Y. On the body of the above mentioned non-negotiable receipt, Mrs. X wrote: "Release to the order of Mr. Y., Signed, Mr. X, by Mrs. X."

When Mr. X was released from jail he demanded possession of his goods. Who is liable for payment of the storage bill, and are we subject to liability if we deliver the goods to Mr. Y?—*Corpus Christi Transfer Co.*

Answer: The fact that the goods belong to Mr. X results in the necessity of your delivering the goods to him upon demand, providing his wife acted as his agent without authority. In other words, irrespective of the fact that Mr. Y loaned money to Mrs. X, the latter had no legal right to pledge goods belonging to Mr. X. Therefore, if you accepted the same for storage without due authority on the part of Mr. X, you must deliver the goods upon demand to the true owner, who is Mr. X. Naturally you have legal recourse with respect to Mrs. X, and you may sue her and recover the amount of storage charges due since you accepted the goods acting upon her authority which was not actually given or extended by Mr. X.

Deduction of Freight Charges When Own Truck Is Used

LEGAL EDITOR, DandW: I want to know if it is against the law in Oklahoma for a seller to deduct freight charges if the purchaser uses his own truck to take the goods.—*City Service.*

Answer: I know of no rule or regulation which would prevent a merchant from selling his merchandise at whatever prices he pleases, and I cannot understand how a shipper could pick up his own merchandise and thus claim allowance for freight charges. If merchandise is sold FOB Oklahoma City and delivered in Oklahoma City, that would be the price for that delivery, and I am unable to see where there would be any freight allowances.

The Commission in Oklahoma had a case recently wherein a wholesale grocery company called at a storage house and demanded an allowance for the transportation of merchandise to its own branch in another city.

Under the Oklahoma law there are three classes of motor carriers, and this wholesale grocery house falls in Class C, to wit: One transporting its own merchandise in furtherance of a private commercial enterprise. If the firm owns the merchandise at Oklahoma City, then, of course, there is no allowance to any other point—if it did not own the merchandise until it was delivered at its destination, then it would have no right to transport the merchandise from Oklahoma City to the destination.

A letter from the Attorney of the Public Service Commission of Oklahoma, says:

"The foregoing is merely the opinion of the undersigned in as much as I know of no decision by the Commission touching this question."

Collecting Money

COLLECTING money due is a big and important job. Among the disagreements between warehousemen and patrons is the one where the debtor and warehouseman disagree over the meaning of a statement regarding payment. The disagreement may relate to the services rendered, the amount of the charges, or time for payment. It is important to know that under these circumstances the courts always endeavor to render decisions either in accordance with the original intentions of the contracting parties, or that payment must be made upon demand of the warehouseman.

For example, in *Harrison v. Atlee*, 23 Pa. Sup. Ct. 241, it was disclosed that a creditor agreed to

carry the account of the purchaser charging interest at 6 per cent.

Several months after this agreement was made the creditor demanded payment. The customer refused to comply with the demand on the contention that he was entitled to withhold payment so long as he paid 6 per cent on the amount due.

However, the court held the patron bound to make the payment immediately upon demand and explained that where the time of payment is not specified the creditor may demand and recover payment within a "reasonable" time after the agreement is made.

On the other hand, where the contract may reasonably be inferred to indicate that the warehouseman agrees to extend credit for a specified period the courts will not compel the customer to pay cash upon demand.

For instance, in *Stockbridge v. Booth*, 130 N. W. 619, it was disclosed that a written contract contained the following clause: "Our terms with you are as usual."

In this case the court held the customer entitled to credit, since in previous transactions credit had been extended.

However, in *Lowder v. Mackie*, 54 Atl. 634, it was held that a contract containing the stipulation "Terms cash" did not give the purchaser privilege to decide whether to take thirty days credit, or discount the bill.

Cash Payment Implied

Also, it is important to know that payment for storage or other services is an expressed and absolute obligation. In other words, cash payment always is implied if no time for payment is stipulated in the contract. Therefore, if no distinct agreement is made regarding the time for payment, a warehouseman legally may demand cash payment and the courts will uphold a suit based upon this demand. (185 F. 373.)

Law of Disputed Accounts

Probably the most common source of litigation involving payment relates to "accord and satisfaction." "Accord" is the legal expression used when the debtor offers to settle an old account under a new agreement. Acceptance of the offer by the creditor is "satisfaction."

Numerous cases are on record disclosing that a company may file suit and collect the balance due on an undisputed account, although it actually accepts cash or a check with a notification from the customer that this part payment is being paid in full settlement.

The same law is effective with

respect to a receipt given by mistake for "full" payment, when a balance on the account remains due. In other words, the company may file suit and collect the balance due upon proof that the account was not disputed.

However, if the account is disputed a quite different situation arises. Acceptance of any payment by a company that knows that the customer intends it shall be full payment on a disputed account, actually is legal full payment.

For example, in *Alcorn v. Arthur*, 20 S. W. (2d) 276, it was disclosed that a debtor objected to the amount of a bill and refused to pay it. Subsequently he sent his check to the creditor for a small part of the amount he owed and wrote on the check the notification: "For account in full."

The creditor accepted and cashed the check and later filed suit for the balance due contending that he did not see the written notification on the check. Notwithstanding this contention the higher court held the customer not liable for payment on the balance due.

On the other hand, it is important to know that retention by a company of a check received from a customer never is legal settlement of a disputed account, particularly if the testimony shows that the company notified the customer that it would not accept the check in full payment and did not cash the check.

For illustration, in *Craft v. Standard*, 123 So. 271, where this point of the law was involved the court said:

"The mere retention of an uncertified personal check purporting to be issued in full satisfaction of a disputed demand, where notice is given on its receipt that it will not be received in full satisfaction of the demand, in the absence of the subsequent endorsement and collection, does not, as a matter of law, constitute an acceptance of the check as accord and satisfaction."

Water Pressure Insufficient

IN many states, although not all, either a privately owned water corporation or a municipality is liable for its failure to maintain sufficient pressure in its water mains to extinguish a fire.

For illustration, in *Prestonsburg Water Co. v. Dingus*, 111 S. W. (2d) 661, it was disclosed that a municipality granted a franchise to a water corporation. The franchise provided that the water corporation would install and place at such points and streets, alleys, etc., fire plugs to be used in case of fire, and that the water corporation would furnish "an unrestricted use" of water in case of fire or to prevent the spread of same. The franchise further pro-

vides that "the water used for fire plugs in case of fire shall have at least sufficient pressure to force a stream of water through ordinary two-inch fire hose, forty-five feet vertically."

A warehouse caught fire and burned because the water pressure was not equal to the pressure specified in the franchise.

The warehouse owner sued the water company for damages, and the court held that a water company is liable for the loss if it fails to maintain the pressure specified in the franchise. This court said:

"Contrary to the holding of the great majority of courts, we have held . . . that a citizen may sue in such cases to recover damages produced by fire and sustained by him for the failure of the water company to furnish the quantity of water and pressure required by its franchise contract."

Defective Brakes Result in Heavy Damages

IT is well established law that defective brakes on a motor vehicle may result in heavy damage liability in case of an accident. Moreover, an assistant driver, who does not know that brakes are defective, may recover heavy damages for an injury although the driver, whose duty is to repair the truck, is not entitled to recover any damages.

For example, in *Aronovitch v. Ayres*, 193 S. E. 524, Virginia, it was shown that a distributor operated trucks. A man named Ayres was assistant and relief driver of a truck. As he drove, with trailer attached, he overtook another truck and followed it for a considerable distance when he undertook to pass it. Just at this time the forward truck suddenly turned to the left. The driver of the rear truck applied the brakes, but they were ineffectual, and the truck moved forward until it struck and partially uprooted a large oak tree which stood by the roadway nearly 90 ft. away. Ayres, the assistant driver, was seriously injured, and sued his employer for damages.

During the trial it was proved that the accident was due to improper brakes. Therefore, the higher court held Ayres entitled to recover \$20,600 damages, saying:

"Each in shifts drove the truck, and each helped to load and unload it. But, as we have seen its care was in terms put upon Scruggs (driver) alone; to him Ayres was directed to report and did report. Upon him was placed the burden of seeing that it was kept in condition. . . . He (Ayres) did know that they were out of condition or had been out of condition on the preceding trip, but he was told that they would be repaired, and he had a right to assume that this had been done."

MOTOR TRANSPORT

U. S. Court Upholds States' Power to Restrict Interstate Carriers

TEXAS, according to a report in the *Steering Wheel*, has the power to restrict an interstate motor carrier from operating over the highways of the state, if it finds that such operations would be dangerous to the lives or property of Texas citizens, the Circuit Court of Appeals ruled in the McDonald case in which it ordered the injunction against the Railroad Commission issued by the District Court dissolved.

"The Motor Carrier Act of 1935... does not provide that every person who shall receive a certificate of public convenience and necessity shall be entitled to the use of the various highways of the State, the said Act prohibits anyone engaging in interstate commerce until he receives such certificates from the Interstate Commerce," the Court said in decision of this case. "The Interstate Commerce Commission under the Act has the power and exclusive authority to pass upon such applications and to refuse them. If it should refuse one, then such applicant would not be permitted to engage in interstate commerce. This is made clear by the Act. That provision, however, is not in direct conflict with the provisions of the motor truck laws of the State of Texas which require the Railroad Commission of the State of Texas to determine whether or not the preservation of the highways and the safety of the traveling public will be endangered if there is an excessive amount of traffic on the highways. The determination of that question has been left to the states."

A bill of complaint filed by McDonald on January 17, 1936, sought an injunction against the Railroad Commission and enforcement officers to restrain them from interfering with him or his employees while they were engaged in his business of transporting freight in interstate commerce while in Texas.

McDonald alleged he had been regularly operating as such interstate common carrier for hire many years prior to June 1, 1935, and at all times since June 1, 1935, as an interstate common carrier for hire over the highways of Texas and Oklahoma under the Motor Carrier Act of 1935, and in such transportation he especially used federal aided highways, and he had been authorized by the State of Oklahoma in the transportation of interstate commerce.

He averred that because he had not received from the Railroad Commission the certificate of convenience and necessity under Texas statutes, the Railroad Commission had issued orders and instructions to all inspectors and highway pa-

trolmen of Texas and all law enforcement officers to arrest all of his drivers and stop his trucks on and after January 15, 1936, and that the enforcement officers would carry these orders into effect unless restrained by decree of the Court.

The Railroad Commission denied that McDonald had been engaged in a bonafide operation as a common carrier for hire in interstate or foreign commerce either prior to June 1, 1935, or since that time and averred that he had been using the highways in violation of the laws of the State of Texas.

The Railroad Commission averred affirmative in their answer that on May 1, 1934, McDonald did file with the Commission an application for a certificate or permit to operate in interstate commerce over the route sought by his bill and that this was denied by the Commission after a hearing and the application was denied on July 14, 1934. McDonald appealed to the District Court of Travis County and that court entered judgment for the complainant and granted the injunction. The Railroad Commission appealed to the Court of Civil Appeals from that judgment and the Court of Civil Appeals reversed the trial court and held that the order of the Railroad Commission denying his application was valid. The answer further averred there was no application for rehearing before the Court of Civil Appeals and that judgment then became final.

The United States Court of Circuit Appeals, in reversing the judgment of the lower court, said:

"The Legislature, in the exercise of its police powers, has the authority to preserve its highways and protect the safety of the traveling public so long as its acts are not in direct conflict with an Act of Congress regulating interstate commerce over the highways. Authority of the Legislature is limited or superseded by the Act of Congress only in so far as the Act of the Legislature may be in conflict with the express regulation of Congress. Congress, under its power to regulate interstate commerce, may occupy the entire field or it may limit its regulation, and when it does occupy the entire field, then state regulations by a Commission are void. But if Congress occupies only a limited field, then, such laws as the State may enact, within its police power, for the protection of its highways and the safety of the public thereon are valid, provided the Acts of the Legislature are not in direct conflict with the Act of Congress. Congress is not required to occupy the entire field and until it does so occupy the entire field, the states have a large area over which they may exercise the power appropriate to their jurisdiction.

"This rule does not apply to the subject of Interstate Commerce demanding uniformity of regulation. With reference to that situation, the State is without power because the Constitution itself occupies the field in that class of cases, even though there be no federal legislation. The subject of protection of the highways in so far as they may be used for interstate commerce does not require uniformity of action, and, as a matter of fact, there is no uniformity of action by the various states at this time. The Interstate Commerce Commission has jurisdiction over the commercial considerations appertaining to the interstate truck business, but the preservation and safety of the roads themselves has been left with the State Commissions. It is well settled that if Congress occupies only a limited field, then State regulation is not prohibited. A state statute is superseded only when the conflict is so direct and positive that the two acts cannot be reconciled.

"The authority and control over the highways which the Railroad Commission is attempting to exercise herein is not the same authority and power to regulate interstate commerce as is vested in the Interstate Commerce Commission. The Interstate Commerce Commission has the power to act within the limits of the Motor Carrier Act but no other. The order of the Railroad Commission is not shown to be arbitrary or unreasonable, but on the contrary, was reached after mature thought and thorough investigation.

"Accordingly the judgment of the lower court is reversed and the case is remanded with instructions to dismiss the bill."

The Motor Carrier Act and Local Cartage from Pool Cars

A warehouse-user has asked the I.C.C.'s Motor Carrier Bureau about the application of the Motor Carrier Act, 1935, to local cartage of shipments out of pool cars and warehouse stocks. The A.W.A. has issued the following information in the form of questions and answers to the inquiry, the replies having been given over the signature of W. Y. Blanning, director of the Bureau:

1. Would a local cartage company which operates locally within a municipality or within a commercial zone be required to file tariffs with the Commission in order to distribute pool car shipments within the municipality and zone, although the pool car moved from point of origin to destination by railroad in interstate commerce? The only service to be performed by the local cartage company would be the unloading of the car and the delivery to local consignees.

Under Section 203 (b) (8) of the Motor Carrier Act operations wholly within a municipality, contiguous municipalities, or commercial zone are exempt from all of the provisions of the Act except those of Section 204 relating to the safety of operation and hours of service. In such circumstances as you point out, unless there is a common control, management or arrangement

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existing between the local cartage company and the railroad, the operation would fall within the exemption. The question of whether such an arrangement exists depends, of course, upon facts not stated in your letter. Assuming, however, that the local cartage company is employed by the shippers and paid by them as contradistinguished from being employed and paid by the railroad, and further assuming that there are no joint rates or through bill of lading arrangements between the railroad and the motor carrier, the local cartage carrier need not file tariffs with this Commission.

2. Would a warehouse company receiving pool car shipments for local distribution within the warehouse city be required to file a tariff with the Commission to cover the trucking service performed on delivering shipments from the car or the warehouse to accounts within the city, the pool car itself being an interstate shipment? In connection with questions 1 and 2, the contents of the carload would be stenciled at the point of origin direct to accounts in the pool car city.

The answer to question 1 seems to be a complete answer to question 2, and the result is the same whether the contents of the car are stenciled or marked at point of origin indicating the actual destination in the city where the local cartage company operates.

3. Would a warehouse company who receives interstate shipments which are placed in storage for later shipments on future orders to local accounts, also reshipments to other intra- or interstate destinations, be required to file a tariff to cover the drayage of such shipments from the warehouse to the local freight stations, also for local deliveries to accounts within the city?

The answer to question 1 likewise seems to answer question 3.

Rochester Truck Strike Ends

A 10-day strike of 900 truck drivers ended April 25 when warehousemen and the union agreed to a 30-day truce.

The walkout which had kept heavy hauling and delivery throughout the city virtually at a standstill since April 15 came to a conclusion and all of the drivers were ordered back to work after a conference between officials of the associated trucking interests and officers of the International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers.

Under the terms of the pact, truck drivers who struck after a controversy over working hours will resume hauling with the 1937 contract effective until a new agreement is signed within 30 days.

Detroit Van Drivers Strike

A strike of moving van drivers and helpers in Detroit was called May 1, effective immediately by the Van Drivers and Furniture Drivers' Union, Local No. 242, of the American Federation of Labor. It is stated that the Detroit Van Owners' Assn. had refused to renew its present contract. The strike affects more than 1,200 workers.

Okla. Cuts Insurance Rates 10 Per Cent

A 10 per cent reduction in Oklahoma public liability and property damage insurance rates for long-haul, common carrier trucks was ordered April 27 by the Oklahoma state insurance board. Annual savings of \$50,000 to \$75,000 for trucking companies are expected.

The action came following a hearing of the Associated Motor Carriers at which time carrier companies described the old rate as "prohibitive."

Western Truckmen Ask Change in I.C.C. Ruling

Organized truckmen of Washington and California have joined Allied Truck Owners of Oregon in engaging Ed. Brashears, Washington, D. C., attorney, to appear on behalf of western operators before the I.C.C. to ask modification of driving hour requirements.

It is common practice in the West for drivers to work two 8-hr. shifts in 24 hrs., with 8 hrs. of rest between shifts, then to be off duty for 24 hrs. I.C.C. regulations, however, allow only 15 hrs. on duty in any 24 hrs.

Texas Undergoing Biggest Wool Movement

The greatest trucking movement in the history of the wool industry in Texas is now underway and will continue constantly until about Aug. 1. More than 200 trucks are employed in transporting millions of pounds of wool from the warehouses at various concentrating points in West Texas to Houston and other Gulf ports for water shipment to New England and other Atlantic seaboard points. The distance from the principal points of shipment to that of port delivery ranges from 225 to 450 miles.

The trucks now employed in the port wool hauls take in those operating from such widely separated points as Del Rio, Pecos, San Angelo and Uvalde. There are 53 special commodity carrier trucks in San Angelo alone participating in the wool haul. There are usually two drivers to each truck. One usually handles the ranch-to-warehouse runs.

Charge on wool freightage from this section to Houston is 55 cents per 100 lbs. Wool is an interstate commodity. From the warehouse it is classed as such, although the trucking is altogether in this State.

Indiana Truck Weight Tax Law Voided

The 1937 Indiana truck weight tax law, imposing taxes on trucks on a basis of tire sizes, has been declared unconstitutional by Judge Joseph T. Markey, of the Superior Court. An appeal will be taken to the Indiana Supreme Court by the state. An injunction will be taken if the state attempts collecting the tax unless some system is arranged whereby truck owners paying the tax during the appeal period can be reimbursed in case Judge Markey's decision is upheld.

M. D. Nickel, manager of the Indiana Regulated Carriers, Inc., asserted that upholding of Judge Markey's decision by the Indiana Supreme Court automatically will put commercial fleet owners under the old weight tax law, which was invalidated by the new law.

The old law was opposed by regulated trucking firms because it did not tax the private truck owner, throwing the tax burden on the

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"biggest and safest carriers," according to Mr. Nickel.

He indicated that if Judge Markey's decision on the new weight tax law is upheld, the regulated carriers will seek at the next session of the Legislature to have the old weight tax reduced by 50 per cent.

Miss. Truck Law Hits Small Operators

Hundreds of small truck operators classed as contract carriers will be "run out of business" under the Mississippi State's new Motor Carriers Act, Chairman Dillard Brown, of the Public Service Commission said recently.

The new law under which the Railroad Commission went out of existence, became effective May 6. Operators have 6 mos. in which to obtain operation permits.

"We know there are at least 3,000 truck operators who will come under the terms of the new law, and some of them are not going to be able to qualify," Mr. Brown said.

Some of the reasons, he said, are that truck operators must pay a license fee ranging from a minimum of \$10 to a maximum of \$50. Common carriers must pay 25 cents a mile annually for the privilege of operating over a regular route. All truck owners must carry liability insurance of not less than \$5,000.

"Obviously," Mr. Brown said, "any small truckers who do occasional hauling are not going to be able to meet these requirements and will have to suspend business."

Legal Opinions by Scott Important to Truckers

Two informal legal opinions of considerable value were given to the members of the Philadelphia Chapter, Pennsylvania Motor Truck Association, Inc., at a recent meeting, by Jack Scott, chief of the legal section, Bureau of Motor Carriers, Interstate Commerce Commission, who spoke on "What Constitutes Interstate Commerce," and "What Is Meant by Common Control and Arrangement." The speaker emphasized that his opinions, thus offered, were to be interpreted in general terms; that they represented only personal views and that they could be used as purely "rule of thumb" guides with good effect. The opinions follow, in the order already mentioned:

"An interstate shipment begins when it actually has started in the course of transportation to another State, or has been delivered to a carrier for such transportation. It ends when it has reached the real and ultimate destination originally intended by the parties.

1—"All transportation which is a step in that movement, from its beginning to its end, is interstate transportation.

"To determine the essential character of the shipment, all surrounding circumstances should be considered; but where there is an original and persisting intention of the parties to start a shipment at a given point and to end it at another given point in another State, the presence or absence of incidents such as through billing and continuous movement are immaterial and the entire movement between the given points is interstate."

2—(Quoting from the law): "Section 203, (b), (8), of the Motor Carrier Act, exempts from the provisions of the Act 'the transportation of passengers and property in interstate or foreign commerce wholly within a municipality, or between contiguous municipalities, or within a zone adjacent to and commercially a part of any such municipality or municipalities, except when such transportation is under a common control, management, or arrangement for a continuous carriage or shipment to or from a point without such municipality, municipalities, or zone.'

"The law is not sufficiently clear on the subject to permit the statement of a general rule which will cover all situations constituting the 'common arrangement.'

"It is clear, however, that a common arrangement must be between the carriers themselves. A common arrangement may exist without the issue of a through bill of lading, a through ticket, or any particular formality, and may arise through a mere course of dealing, or by tacit understanding.

"Generally speaking, it may be said that wherever transportation of passengers or property is accomplished by more than one carrier, successively, in such a way as to obtain continuity of movement, without separate dealings by the passengers or shippers of the property, with each of the individual carriers, a common arrangement exists.

"Examples: A common arrangement exists between a local cartage carrier and line-haul carrier, whether by rail, motor, water, or air if the local cartage carrier and any of the other carriers enter into joint through rates or through bill of lading arrangements. A common arrangement likewise exists between a local cartage carrier and a line-haul carrier if the line-haul carrier selects the local cartage carrier to perform the pick-up and delivery service and pays it for such service. It is not a common arrangement when the local cart-

age carrier is selected by the shipper, performs the service at the shipper's request and is paid by the shipper. There is likewise not a common arrangement when the local cartage carrier is selected by the shipper and performs the pick-up and delivery service upon instructions from the shipper and in his name, even though it is paid in whole or in part by the carrier through a shipper's allowance."

Wisconsin Movers Vote to Retain \$5.50 per Hour Charge

At a recent meeting, held under the auspices of the Independent Furniture Movers' Assn., movers voted to retain the \$5.50 per hour charge. A move had been started to cut the rate to \$4.75, following expiration April 1 of an annual agreement. The price includes the services of a truck and three men for an hour.

New Freight Forwarding Line Formed

The United Freight Forwarding Co. has been formed, under Ohio laws, by individuals prominent in motor freight transportation in Cincinnati, Cleveland, Detroit and Chicago, to combat the recent rapid growth of forwarding companies owned and dominated by the railroads.

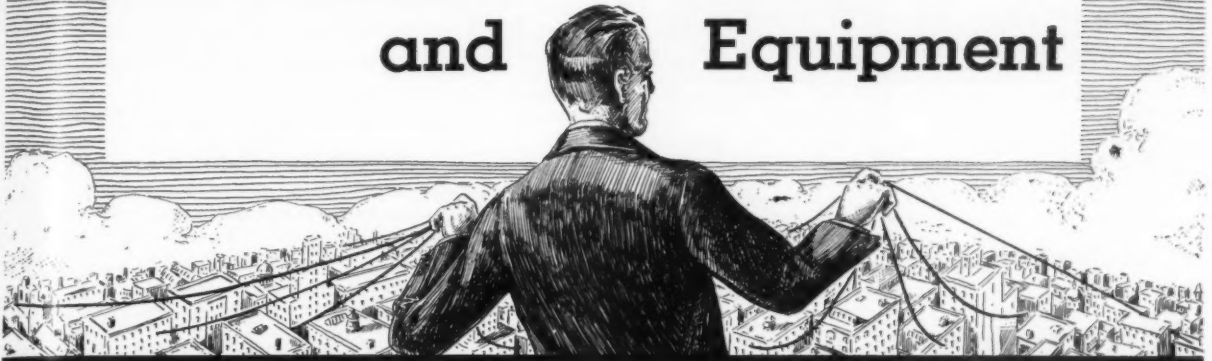
The new company, with headquarters in Cincinnati, plans to establish terminals in St. Louis, Buffalo, New York, Atlanta, Birmingham and a number of other cities, in addition to Chicago, Detroit, Cincinnati and Cleveland.

Pa. Truck Group Convenes June 30

The fifth annual convention of the Pennsylvania Motor Truck Association, Inc., will be held at Bedford, Pa., in the Bedford Springs Hotel, on June 30, and July 1 and 2. Speakers from whom acceptances have been received are: W. Y. Blanning, Director, Bureau of Motor Carriers, I.C.C.; J. Griffith Boardman, Pennsylvania Secretary of Revenue, and Percy W. Foote, Commissioner of Motor Police, of Pennsylvania. There will be other speakers. Mr. Blanning will conduct the "round table" discussion.

To name candidates for officers to serve the association from 1938 to 1939, the following committee has been appointed: M. J. Hannon, Pittsburgh, chairman; J. Wallace Fager, Philadelphia; M. E. Trexler, Scranton; E. P. Huntingdon, Coudersport; Joseph G. Garner, Harrisburg; J. C. Johnson, Warren, and S. E. Lettieri, Scranton. Ballots will be mailed and counted at the convention.

Shippers' Supplies and Equipment

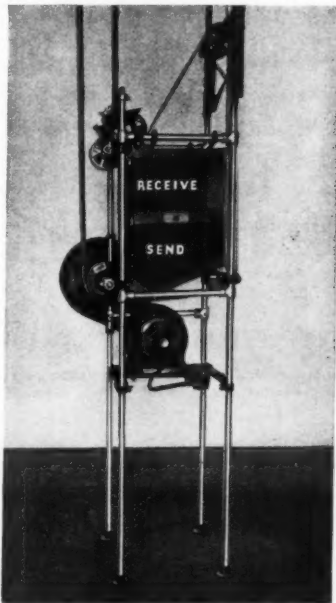


NEW PRODUCTS

Automatic Belt Carrier

THE Mechanical Office Boy is a motor-driven belt conveyor with 1, 2 or 3 sets of belts, each set consisting of a pair of canvas belts held tightly together one upon the other.

The articles to be delivered are deposited at the sending station, firmly gripped automatically between the belts, quickly carried to their destination and deposited in a receptacle in another unit located at the distant point. The same quick sending and receiving can be carried on from any and all sta-



tions in the system. The carrier requires no container for holding the material to be transmitted.

Any usual written or printed matter used in commercial establishments or institutions can be sent, in the space of seconds, from one individual or department to another by means of this economical device.

Installations can be provided for deliveries between 2 or 3 stations beyond the master sending and receiving station unit. The system is inconspicuous and occupies little space. Manufactured by James L. Baldwin Carrier Co., 30 South Clinton St., Chicago, Ill. *DandW.*

WHERE TO BUY

BODIES (Van)

Gerstenslager Co.; Wooster, Ohio.
(See advertisement elsewhere in this issue.)

CASTERS (Truck)

Bassick Co.; 38 Austin St., Bridgeport, Conn.
Fairbanks Co., 395 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)



Bassick
TRUCK CASTERS

Giants OR PYGMIES

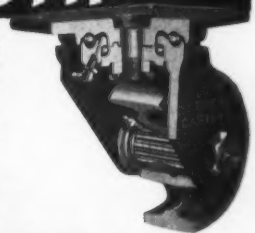
There are sizes and types of Bassick Casters for every requirement. Write for catalog No. 120.

**THE BASSICK
COMPANY**
Bridgeport Connecticut

EVERLASTINGLY SMOOTH

There's an ever-young smoothness in the action of Service Casters that makes them just right for warehouse floors—either applied in sets to the dollies you make or, as installed on trucks and dollies we make. Write for new Catalog—SERVICE CASTER & TRUCK CO., 517 N. Brownwood Ave., Albion, Michigan. Eastern Factory: 432 Somerville Ave., Somerville (Boston), Mass.

**SERVICE
CASTERS AND TRUCKS**



The Cleaning Moth Proofer

Here's Real Moth Protection

Des-Tex, for fabrics, is a moth destroyer, dry rot extirpator and deodorizer. It should and will be used by all Household Goods Warehousemen to replace their present methods of cleaning and de-mothing upholstery, draperies, rugs, because it accomplishes in one operation what requires two different operations with other methods.

**PREVENTS DRY ROT and FUNGUS ATTACK also
GERM LIFE DEODORIZES CLEANS**

A safe formula that successfully combats dangerous textile erosions. Kills moth larvae and prevents future attack.

RESEARCH INCORPORATED 4396 BROADWAY
N. Y. CITY

Economical quality in Business Cards!



Quality never means expense, if Wiggins Vello-type is used.

For it is raised printing which lasts. Its ink doesn't chip or fade. Special hardened type doesn't show wear, and the best grade of stock puts it above the average.

SEND FOR SAMPLES

Compare your present business cards with VELLOTYPE

**Wiggins VELLOTYPE
BUSINESS CARDS**

A product of THE JOHN B. WIGGINS COMPANY
Established in 1857 1110 Fullerton Avenue, CHICAGO



IRON HORSE

**Diagonal
Square Stitch
Adds Strength!**

● Longer Wear — Greater
Strength...at NO EXTRA COST.

● Cut sizes—36 x 72, 54 x
72, 72 x 72, 80 x 72.

**VAN LININGS
GRAND
COVERS
TIE-TAPE**

**Furniture
Pads**

*Write for
Samples!*

**CANVAS
SPECIALTY CO., Inc.**
90 Grand Street, New
York City
Phone: Canal 6-5558
"Twenty-two years of
Honest Service"



Fulco *Gilt-Edge*

**FURNITURE PADS
and TARPAULINS**

give better protection—last longer.
Fulco is a quality pad, made with
our special non-lump filler firmly
quilted. The Fulco Gilt-Edge web-
bing at the ends adds materially
to the life of the pad. Shuredry
Tarps are standard weather
protection equipment for trucks. We
are also suppliers of Refrigerator
Covers, Radio Covers, Wiping
Cloths, Burlap and Wrapping
Twine.

*Write today for illustrated
price list and samples.*

Fulton Bag & Cotton Mills
Manufacturers Since 1870
ATLANTA ST. LOUIS DALLAS
MINNEAPOLIS NEW YORK NEW ORLEANS KANSAS CITY, KAN.

CASTERS (Truck)—Continued

Service Caster & Truck Co., 517 No. Brownwood Ave., Albion, Mich.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

CLEANERS (Rugs & Upholstery)

Research, Inc., 4396 Broadway, New York City.

COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.

DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio
(See advertisement elsewhere in this issue.)
Service Caster & Truck Co., 517 No. Brownwood Ave., Albion, Mich.
(See advertisement elsewhere in this issue.)

ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

INSECTICIDES

Research, Inc., 4396 Broadway, New York City.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

NAPHTHALENE FLAKES

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.
(See advertisement elsewhere in this issue.)
New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

A policy of making advertisers contract
for a schedule forces many advertisers to
succeed in spite of themselves.

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven Conn.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PAPER (Tar)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PIANO DERRICKS AND TRUCKS

Fairbanks Co., 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

PLATFORMS (Lift Truck)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

SPRINKLERS (Automatic)

Grinnell Company, Inc., Providence, Rhode Island.

Clark E-Z Roll Platform Truck

THE truck, just built, is the newest addition to the Clark line of material handling equipment. It is available in a wide range of standard sizes, and can also be had in special sizes to meet individual requirements.

Electric welded construction throughout, with a one-piece angle frame around the deck of 5/4 hard maple, semi-steel or Goodrich rubber tired wheels with Hyatt type roller bearings and Zerk fittings, and Clark double roll ball bearing swivel casters are among its outstanding features.

This equipment, low in price but of the highest quality materials and workmanship, will be of interest. Manufactured by All Steel Welded Truck Corp., Rockford, Ill. DandW.

New Ford 2-Speed Truck Axle

TWO-SPEED-AXLE-EQUIPPED Ford V-8 trucks have been announced by the Ford Motor Co. The 157-in. and 134-in. wheelbase trucks will be offered with the special axle, as will the 191-in. wheelbase school bus chassis.

The new Ford two-speed rear axle has virtually the same basic design as the conventional Ford truck axle. The pinion shaft is straddle-mounted with two tapered roller bearings in front of the pinion and a straight roller bearing behind it. The differential case is supported on tapered roller bearings.

In the reduction only four additional moving parts are in operation, simple planetary system of gearing being used to obtain the reduction.

An internal gear (made integral with the ring gear), four smaller gears or pinions and a sliding gear clutch comprise the planetary system. Four idler pinions are mounted on pins of hardened bronze positioned in the inner case in which are mounted the conventional differential side gears, the differential

(Concluded on page 40)

PROTECT YOUR PROFITS

with PIONEER PADS



PIONEER Pads assure safe, sure delivery of every load free from damage. Made of new cotton and jute. Covered with heavy cotton drill and zig-zag stitched to prevent slipping and packing. PIONEER Pads are made in various sizes, suitable for all vans and pieces of furniture. Write for complete price list.

Louisville Bedding Co., Inc.
Preston and Market Streets
LOUISVILLE, KENTUCKY

DREADNAUGHT CROSS-STITCHED UNI-WELT FURNITURE PADS



72x80 cut size at \$21.00 Dz.
72x72 cut size at \$20.00 Dz.
54x72 cut size at \$16.50 Dz.
36x72 cut size at \$11.50 Dz.

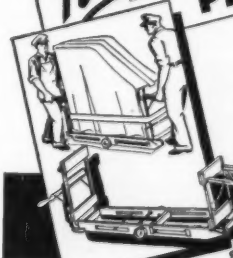
Radio & Refrigerator Covers

Piano Covers
Kersey Pads



NEW HAVEN QUILT & PAD CO.
80-86 Franklin St., New Haven, Conn.
AMERICA'S LARGEST PAD MANUFACTURER SINCE 1911

No damage PIANO MOVING



Pianos are moved safely and with least labor when you use a Buckeye Sill Piano Truck or one of the 10 other types of piano trucks we build to meet every handling problem. Investigate before you buy. Write today.

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

Sure!

MOTH PROTECTION

No matter what your storage problem may be—you can be *sure* of moth protection when you use

WHITE TAR NAPHTHALENE BALLS or FLAKES

Write for Prices Today



THE WHITE TAR COMPANY
OF NEW JERSEY, INC.

(A Subsidiary of Koppers Co.)

Belleville Turnpike

Kearny, N. J.

They Last Years Longer and Cut Handling Costs

Hundreds of users are proving that hand truck costs can be cut—and cut plenty—with the Fairbanks. And no wonder! For they are designed to stand up under merciless punishment year-in-and-year-out.

The frame is practically wear proof because there are steel straps on the front and back. Handles can't work loose for they are part of the frame itself. You won't find the usual weakening mortises in the frame which are usually needed to fasten the crossbars.

About the only part subject to much wear is the nose iron—and that can be replaced cheaply by removing only six bolts. In fact, every part subject to excessive wear is replaceable.

Until you have seen and tried a Fairbanks Hand Truck, you don't know—you CAN'T know—what a tremendous improvement they are.

What's more, they eliminate noise and protect your floors from wear when equipped with Fairbanks No. 500 Rubber Tired Wheels.

Write now for Catalog 51.

THE FAIRBANKS COMPANY

398 Lafayette St., New York, N. Y.

BOSTON, PITTSBURGH—DISTRIBUTORS IN PRINCIPAL CITIES

Fairbanks
HAND, PLATFORM
and BOX TRUCKS



TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TIRES (Motor Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

General Motors Corp., Pontiac, Mich.

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 180 No. Michigan Ave., Chicago, Ill.

TRUCKS (Drum)

The Colson Corp., Elyria, Ohio.

TRUCKS (Hand)

Fairbanks Co., 398 Lafayette St., New York, N. Y. (List, platform and stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

(See advertisement elsewhere in this issue.)

(Concluded from page 39)

spider, and four bevel pinions meshing with the differential side gears.

Forced lubrication to the bearings of the two-speed axle is provided by a revolving drum attached to the side of the ring gear, which raises the lubricant from the bottom of the housing. At the top, a scraper tube bears with light spring pressure against the revolving drum and scrapes off the oil. The scraper tube is made with a division in the center. An opening on one side of this division connects with a passageway in the housing through which oil is delivered directly to the front pinion shaft bearings.

The opening on the other side of the division connects with another passageway which carries lubricant to the right-hand differential side bearing. From this bearing, lubricant flows through six openings into the gear case. Differential and planetary gears are constantly immersed in oil as they rotate, and lubricant is also supplied to the left-hand differential side bearing by rotation of the assembly.—DandW.

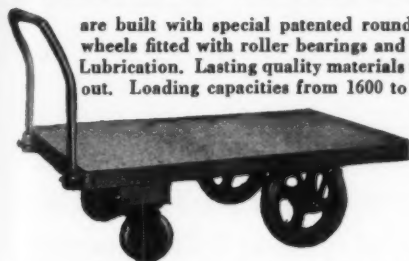
Lansing Company's New 100-Page Catalog

A NEW catalog has been issued, showing a complete line of 2 and 4-wheel truck, trailers, scrapers, wheelbarrows, hand carts, etc. Complete specifications and data are given on each item. Copies of this catalog will be gladly sent free of charge to anyone interested in equipment of this kind. Issued by Lansing Company, Lansing, Mich. DandW.

One of the greatest wastes in business today is the inability of many advertisers to stick to adopted programs.

TRUCKS (Hand) Continued

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)
(See advertisement elsewhere in this issue.)
Service Caster & Truck Co., 517 No. Brownwood Ave., Albion, Mich.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)

HAMILTON STEEL TRUCKS

are built with special patented round corners, the wheels fitted with roller bearings and with Alemite Lubrication. Lasting quality materials used throughout. Loading capacities from 1600 to 3200 pounds.

Let us
quote our
prices.

The HAMILTON CASTER & MFG. CO.
Dept. D. HAMILTON, OHIO

TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

TRUCKS (Refrigerator)

Gimmison Mfg., George F., 6 Dayton Ave., Dayton, Ohio.
International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

CARRY-ALL

Safer — Faster — Easier

Handles any type or size household refrigerators, stoves, safes, filing cabinets, etc. All trucks padded.

The only refrigerator truck that rolls on steps with revolving skid belts. Will not damage finish, pads, brass edges.

Four Models. Prices from \$16.00 to \$32.00.

Model B, shown with adjustable lift 3"x7". Can be obtained with Stationary lift 3"x24".

Send for Circular.

GEORGE F. GIMMISON, Mfg.
6 Dayton Ave. Dayton, Ohio



\$20.00

TRUCKS**Refrigerator—Platform and Trailer**

Deliver your Refrigerators
on Rubber

Type x—\$21.00
Type y—22.50

Ask for
Catalogue

International Engineering Inc.
Dayton, Ohio 15 Park Row, N. Y.

**WHEELS (Industrial Truck)**

Fairbanks Co., 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

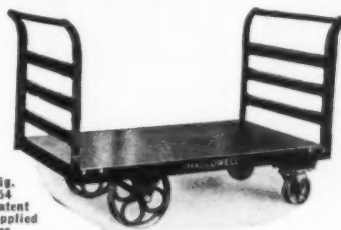
**There's
lots more
MILEAGE**

Fig. 754
Patent
Applied
For

**in longer wearing
"HALLOWELL"
STEEL TRUCKS**

Just another way of saying you can cut maintenance and replacement costs on your floor trucks by equipping with "Hallowells". They're built entirely of steel, strong enough to take the heaviest loads and tough enough to take the roughest treatment. Splinter-proof platforms, rigid joints through welded construction, smooth running castors combine to make the "Hallowell" the best buy for warehouse operators.

A complete range of sizes and styles to choose from. Send the coupon below for our latest catalog.



Fig. 752
4-Wooden Stakes



Fig. 750
4-Pipe Stakes



Fig. 760
1-Bar Handle



Fig. 766
1-Rack



Fig. 765
2-Wooden Stakes



Fig. 759
2-Pipe Stakes



Fig. 761
2-Bar Handle



Fig. 754
2-Racks

**Save your floors by using
"HALLOWELL" LIFT TRUCK PLATFORMS**
.... they set down as easy as a cat's paw

Fig. 769

The replaceable, end-wood logs in these platforms combine utility, economy and quiet. Other exclusive design features found in no other platforms are all described in literature you can get by mailing the coupon.

STANDARD PRESSED STEEL CO.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

JENKINTOWN, PENNA.

Box 580

BRANCHES

CHICAGO

ST. LOUIS

SAN FRANCISCO

- ☐ Send me your catalog showing the complete line.
☐ Send me more information about the Lift Truck Platform.

Mr.

Title

Firm

Address

MOVING YOUR PERSONNEL

Shippers read D and W because they must keep abreast of the progress and fluctuating costs of all types of freight handling services.

They must direct the movement of their raw materials and finished products in the most economical way commensurate with timed delivery and reliability.

They have learned from years of experience that merchandise and cold storage warehouse services are indispensable.

So are the services of household goods warehouses indispensable, if you insist on economy commensurate with timed delivery and reliability.

When you direct the movement of your branches, your offices, or the household effects of your personnel, **USE RELIABLE HOUSEHOLD GOODS WAREHOUSES.**

They will save you time, money and annoyance, and the better ones advertise regularly in

DW
and

BIRMINGHAM, ALA.

1880 — 1938

HARRIS

Over 55 Years of Service

Transfer & Warehouse Co.

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

- STORAGE • DISTRIBUTION
- CARTAGE • FORWARDING

Pool Cars Handled

FORT SMITH, ARK.

W. J. ECHOLS, President MONT S. ECHOLS, Vice-President J. MONTAGUE WILLIAMS, Sec'y-Treas.-Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage. Forwarding.
Pool Car Distribution
35,000 Square Feet Floor Space.
Modern Fire Proof Building. Sprinkler Equipped
Lowest Insurance Rate.
On St. Louis, San Francisco Railroad Reciprocal Switching.

FORT SMITH, ARK.

O K TRANSFER & STORAGE CO.

201 Rogers Ave.

Storing—Shipping—Moving—Packing
Complete Storage and Distribution Service
Free Switching from All Railroads
Low Insurance Rates
26 Years of Satisfactory Service

BIRMINGHAM, ALA.

Member



STRICKLAND

Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

LITTLE ROCK, ARK.



Commercial Warehouse Co.

801-7 East Markham Street

A Complete Branch House Service
Fireproof Sprinklered - - Low Insurance
Private Railroad Siding - - Quick Service

REPRESENTED BY
ALLIED DISTRIBUTION INC.
• CHICAGO 325 N. MICHIGAN AVE. TEL. MONROE 3531
• NEW YORK 51 WEST 42ND ST. TEL. PENN. 5-0008

BIRMINGHAM, ALA.

MEMBER



WITTICHEN

Transfer & Warehouse Co.

Fireproof Warehouse
Household Goods and Merchandise
Agents: Aero Mayflower Transit Company

BONDED



LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



Absolutely Fireproof
Low Insurance Rates
Pool Car Distribution
Compartmented for household Goods

TERMINAL WAREHOUSE CO.

LITTLE ROCK ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.
Agent for Allied Van Lines, Inc.

MOBILE, ALA.




Merchants Transfer Company

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
Authorized Transfer Agents
A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Pan Atlantic S/S Corp.

MONTGOMERY, ALA.




Alabama Transfer & Warehouse Co.

500 Block North Perry St.

BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So. W.A. —
A.C.W. — A.V.L.



LONG BEACH, CAL.

STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING



457 GOLDEN AVE. - P.O. BOX 237

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street Tucson, Arizona

LOS ANGELES, CAL.



The newest and most modern storage building in the West.

Our central location and unexcelled facilities make us the logical warehouse for distributing Household Goods for

Los Angeles, Hollywood, Beverly Hills, West Los Angeles, and Westwood Hills.

"Our policies are reciprocity and prompt remittances."

"The Most Beautiful Depository in the World"

American Storage Co.

3634 Beverly Boulevard



LOS ANGELES, CAL.

Nine
Metropolitan
Locations

OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF CALIFORNIA
BEKINS
VAN & STORAGE CO.
1335 S. Figueroa St.
HERB HOLT, Mgr.

LOS ANGELES, CAL.

Efficient Warehousing and Distribution
California Warehouse Co.
1248 Wholesale St. Los Angeles



Merchandise exclusively—Specialist in food distribution—Sprinklered concrete building—Central location—Spur track—Low insurance—Cartage service.

Represented by

American Chain of Warehouses
250 Park Ave., New York City
53 W. Jackson Blvd., Chicago, Ill.

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL the FIRST . . . Established 1893 . . . MORE THAN ORDINARY SERVICE . . . We invite inquiries relative to your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

LOS ANGELES, CAL.

Completely Equipped
Merchandise
LOS ANGELES WAREHOUSE CO.
316 Commercial Street
Household Goods

LOS ANGELES, CAL.

1930 S. Vermont Avenue, Los Angeles

LYON

VAN & STORAGE CO.

SERVES CALIFORNIA

San Francisco
Oakland
Fresno
Yuba City
Glendale
Hollywood
Los Angeles
Pasadena
Long Beach
San Diego

Let
Lyon
Guard your
Goods

member
N.W.A.C.V.A.

LOS ANGELES, CAL.



Offices for Rent
Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

**METROPOLITAN
WAREHOUSE CO.**

Merchandise Warehousing
and Distribution

U. S. Customs Bonded

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET

LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.
1525 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City

LOS ANGELES, CAL.

Overland Terminal Warehouse

1807 E. Olympic Blvd.
(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage
U. S. Customs Bonded Warehouse No. 11
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO NEW YORK KANSAS CITY
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.
OR NEAREST GENERAL AGENCY
UNION PACIFIC RAILROAD

**California Merchandise
Warehouses Busy**

California public merchandise warehouses, as of January, 1938, report 1,642,854 sq. ft. of storage space operated, with 1,148,951 sq. ft. occupied or 69.9 per cent full. During April they received 20,379 tons of merchandise for storage and 5,697 tons delivered on arrival.

**New H.H.G. Company at
Long Beach, Cal.**

Rex L. Hodges, realtor, with W. A. Barnard and Robert West, have formed the moving and storage company of Rex L. Hodges, Inc., operating in new quarters taken by Hodges adjacent to his downtown office at 408 East First, Long Beach, Cal. The new company, which will operate seven trucks, has taken over the Belmont Van and Storage Co. which has been consolidated with the Broadway Van and Storage Co., formerly headed by West. Barnard is general manager and West will be in charge of equipment and moving.

**Compton (Cal.) Storage Appointed
Bekins Agent**

The Compton Moving & Storage Co., Compton, Cal., owned by W. T. Downing, has been appointed agent for Bekins Van & Storage Co. The local moving and storage organization, formerly located at 457 W. Compton Blvd., has moved to new quarters at 215 N. Alameda St., and is housed in a brick fireproof building, with considerably more floorspace.

The company will have available all the long distance moving of van loads and car lots to any point where the Bekins service is available.

LOS ANGELES, CAL.

Specializing In
STORAGE & DISTRIBUTION
of Food Products

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE FUMIGATION OFFICES
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your Local Distribution

MEMBERS: C.W.A.—L.A.W.A.

Pacific Commercial Warehouse, Inc.

923 E. Third St. TR-8282 Los Angeles

Represented by National Warehousing Service,
519 W. Roosevelt Road, Chicago, Ill.

OAKLAND, CAL.

OAKLAND WAREHOUSE TERMINALS

FIFTH & KIRKHAM STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest insurance rates and largest fleet of motor equipment in the bay area.

Most complete and efficient transbay service. Exclusive contracts all railroad store door services.

STORAGE & POOL CAR DISTRIBUTION OF FURNITURE AND MERCHANDISE

MEMBER AWA

LOS ANGELES, CAL.

We Solicit Your Shipments and Pool Car Distribution

PRUDENTIAL
STORAGE AND MOVING CO.

1610 SOUTH VERMONT AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members California Van & Storage Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

1817-1835 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage

Represented by Distribution Service

240,000 Square Feet



56 Motor Trucks

New York

Chicago

San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

WESTERN VAN & STORAGE CO.

1808-22nd St. Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour. Private Siding on S.P.R.R.—10-Car Capacity. Distribution of Merchandise and Household Goods Pool Cars.

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.

4814 Loma Vista Ave.,
Los Angeles, Calif.
Room 1305

38 So. Dearborn St.
Chicago, Ill.



SAN FRANCISCO, CALIF.

Established in 1858

FARNSWORTH & RUGGLES

WAREHOUSING GENERAL MERCHANDISE

Pool Car Distribution. Motor Truck Fleet

Freight distributing terminal, warehouses and offices

FIRST, BRANNAN & FEDERAL STREETS

In the heart of the shipping district

SAN FRANCISCO, CALIF.



GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.

AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

THE HASLETT WAREHOUSE CO.

280 Battery Street, San Francisco

Largest and most complete storage and trucking service on the Pacific Coast.

Operating in San Francisco, Oakland, Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.
American Chain of Warehouses, Inc.

ATTENTION SHIPPERS

The warehouseman will keep you informed of local tax, legislative and labor conditions, which mean real money to the manufacturer.

For the convenience of shippers, this section is arranged geographically

SAN FRANCISCO, CAL.



**Complete
Warehousing
Service
for
General Merchandise
Liquors - Drugs**

Draying, Pool Car Distribution, Office Accommodations
and Telephone Service

SAN FRANCISCO WAREHOUSE COMPANY
625 Third St. Sutter 3461

Member: American Warehousemen's Association
Distribution Service, Inc.

DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.
1700 Fifteenth Street
DENVER COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

SO. PASADENA, CAL.

EST. 1913

**ONEONTA
TRANSFER AND STORAGE**

812 FREMONT AVENUE

Coast to Coast Motor Van Service

Complete Moving and Storage Facilities

PUEBLO, COLO.

180 Thousand Cu. Ft. Storage Space

ACORN Merchandise & Household Storage
Storage & Transfer Consigned Stocks Handled
Pool Car Distribution

Pick Ups, Deliveries, Docking, Crating and Reshipping
We invite inquiries relative to Your Warehouse Problems
Office and Show Room Facilities
JAMES COWEN in Charge

VENTURA, CAL.

**VENTURA
TRANSFER
COMPANY**

POOL CAR DISTRIBUTION
Established 1881

Two Brick & Concrete Buildings for Storage and Distribution of Household Goods. Motor Truck Service.

Members of NFWA—YFA—CalV&SA

Send inquiries to P. O. Box 728

PUEBLO, COLO.

MEMBER
 **BURCH** WAREHOUSE AND TRANSFER CO. INC.
General Office and Warehouse
200 SO. SANTA FE AVENUE
Modern Sprinklered Fireproof Building
Freight Forwarding and Distribution
Household and Merchandise Storage
PACKING AND SHIPPING
Member of May. W. A.—A. W. A.—Colo. W. A.

DENVER, COLO.

MEMBER
 **BUEHLER
TRANSFER Co.**
SPECIALISTS IN STORAGE,
DISTRIBUTION AND TRANSFER OF
HOUSEHOLD GOODS
1200 MADISON STREET

Hartford, Conn.
252 Asylum St.

E. G. MOONEY, Pres.



Bridgeport, Conn.
1337 Seaview Ave.

J. G. HYLAND, V. Pres.

**HARTFORD DESPATCH
and WAREHOUSE CO., Inc.**

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. COMPLETE FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS, WAREHOUSES AND TERMINALS AT SPRINGFIELD, MASS., AND BOSTON, MASS.



Member of
A. W. A.—A. C. W.—N. F. W. A.—Conn. W. A.
Allied Van Lines' Agents



DENVER, COL.

**North Denver Transfer
and Storage Company**

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage
Forwarding Distributing

Centrally Located

Free Switching

Office 2016 Blake Street, DENVER, COLORADO




**ATTENTION
SHIPPERS**

When you must move your executives or personnel from one city to another, call in one of our household goods warehouse advertisers. He can save you time, worry and unnecessary expense.

NEW HAVEN, CONN.

M. E. Kiely, Mgr.
DAVIS STORAGE COMPANY
335 East St., New Haven, Conn
Modern Fireproof Merchandise Warehouse.
Private seven-car Siding, adjacent to Steamship and R. R. Terminals.
Pool and stop over cars distributed.
Motor Truck Service to all towns in Connecticut.
Low Insurance Rate. Prompt, Efficient Service.

NEW HAVEN, CONN.

MEMBER
 **West Haven Trucking Company**
Storage Warehouses
Offices, 435 Congress Ave.
Household Goods, Storage, Packing, Shipping, Receiving

GERBER PRODUCTS DISTRIBUTION

(Continued from page 9)

when it becomes apparent that the distribution will warrant it, arrangements are made to carry warehouse stocks for the convenience of the customers. Of course, all the various products do not have equal distribution in all territories. There are several items in the line, and naturally some are more popular than others. The list is made up of strained tomatoes, green beans, peas, carrots, beets, spinach, vegetable soup, prunes, apricots, apple sauce, cereal, and the new liver soup. All are, however, distributed through the same warehouse units.

The strained vegetables and fruits are in 4½-oz. cans. All bear the blue and white label with the picture of the Gerber baby and the A B C blocks. Packed for shipment in uniform cartons, the weight is approximately 21 lbs. each.

All shipments to warehouse points are made from the plant in Fremont, being made by motor truck, carload and stop-over cars—i.e., shipments being rarely resorted to. Shipments from warehouse to jobbers are commonly made by motor truck and l.c.l., and customer's choice, if expressed, is always respected. Export shipments are handled through the company's Canadian affiliate—Fine Foods of Canada, Ltd.

The selection of a warehouse is usually made on the recommendation of the broker or the salesman in whose territory spot stocks are desired. Brokers and salesmen are given authority to make releases from the warehouses, but are instructed to send copies of all withdrawal orders promptly. All releases are handled through the broker's office in whose city the warehouse is located, giving the broker a complete record of stocks on hand at all times. Accredited lists, of course, are furnished brokers so that they may know the rating of all customers in their respective territories.

The quantity of stocks carried depends on location and frequency with which a warehouse can be serviced without added costs. Usually a 2 to 4 weeks' stock is carried in warehouses that can be served with the company's own trucks. These are the points within a radius of about 450 miles. The average stock is about 3 mos. An attempt is made to keep the stocks down to a minimum, and advantage is taken wherever possible of stop-over service.

Aside from the fact that nearby points can be served more economically by truck, there is the additional value of the trucks as an advertising medium. Units of the Gerber fleet are exceedingly attractive—the tractor and trailer units resembling circus wagons, painted in the Gerber blue and white colors, with prancing animals and members of the bird family chasing each other.

Relationships with warehouses have been very satisfactory in the main during this 10-yr. period. The thought has occurred, however, that it would be helpful if a uniform system of invoicing could be adopted for all warehouses. This would be of material assistance to shippers in checking the various charges.

Behind the Gerber products is an interesting story and years of investigation and research. This company is really an offspring of the Fremont Canning Co., organized early in the Twentieth Century by a group of men (among which were Joseph Gerber and Frank Gerber) who felt that the state of Michigan needed an industry of some kind to take the place of lumbering, since the timber had just about disappeared. The idea of the specialized product for infant feeding had its inception when Dan Gerber's first born was at a stage where the addition of strained vegetables to her diet was recommended. Mrs. Gerber urged that the subject be investigated, particularly the superiority from a nutritional standpoint of commercially canned foods cooked in the absence of oxygen as contrasted with

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.
Members: AWA, NFWA, CWA, MTA
of C, New Haven Chamber of Commerce,
Hauling member Allied Van Lines, Inc.



TORRINGTON, CONN.

Established 1890

THE E. J. KELLEY CO.
STORAGE WAREHOUSES

New England's Largest Transportation Company
Household Goods Packed, Stored, Shipped.
Merchandise Storage and Distribution.
Pool Cars Distributed in All Parts of Connecticut.

WASHINGTON, D. C.

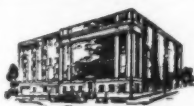
J. P. ROGERS, Pres.

CALVERT & ROGERS, Incorporated

General Merchandise Storage & Distribution
Pool Car Distribution & Hhg. Moving—Specialties—
Refrigerators—Stoves—Washers—Motor Oils, Etc.
Private B.&O. Siding, Langdon, D. C.

WASHINGTON, D. C.

Telephone Adams 5600

FEDERAL STORAGE
COMPANY

1701 FLORIDA AVENUE

E. K. MORRIS, President (See Page Advertisement Directory Issue)
Member—National Furniture Warehousemen's Association

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

Security Storage Company

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AVL
Canadian, British, French & German Assns.

1140 Fifteenth Street, Washington
31 Place du Marche St. Honore, Paris

WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY
OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.
Heated rooms for protection against freezing.
Member of American Warehousemen's Association.

For the convenience of shippers, this section is arranged geographically

WASHINGTON, D. C.

**Modern
Fireproof
Building**

**LONG
DISTANCE
MOVING**

**PACKING
STORING
SHIPPING**



SMITH'S

TRANSFER & STORAGE CO., INC.

1313-15-17-19-21 You Street, N. W.

Member—Mayflower Warehousemen's Association

WASHINGTON, D. C.

**GENERAL MERCHANDISE
STORAGE**

**Pool Car Distribution—
City Delivery Service**

Direct Switching Connections into Warehouse
Pennsylvania Railroad

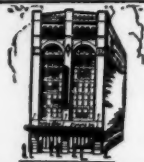
**TERMINAL REFRIGERATING &
WAREHOUSING CORPORATION**

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

Established 1901



**UNITED ★ STATES
STORAGE COMPANY**

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 90)

Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System—A.D.T. Service
Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.-of-W.—J.W.A.

MIAMI, FLA.

L. A. JONES, Inc.

FIREPROOF WAREHOUSE
PUBLIC BONDED

6 Car Siding Florida East Coast R.R.
MERCHANDISE STORAGE AND DISTRIBUTION
60,000 sq. feet floor space

MIAMI, FLA.

W. M. KELLEY, Pres. & Mgr.

ROBBINS WAREHOUSING AND DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse
Private Siding Seaboard Air Line Ry.
Merchandise Storage and Pool Car Distribution
Low Insurance Rate

MIAMI BEACH, FLA.

Washington Storage Co., Inc.

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Merchandise Distribution
Members NFWA

PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (5-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign C.L. Shipments via L&N; LCL via L&N-Price. Specialize in sugar, cotton, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. FERRISS, Pres. H. W. FERRISS, Mgr.



**FERRISS
WAREHOUSE & STORAGE**

Merchandise Storage

POOL CARS DISTRIBUTED. PRIVATE SIDING
HOUSEHOLD GOODS STORAGE
LOW INSURANCE RATES

home preparation. Investigation disclosed the fact that a need for products of this kind existed. Thereupon leading nutritional and dietetic authorities were called into consultation to determine the best methods of preparation to conserve the vitamin and mineral values of the various vegetables. After 2 yrs. the product was placed on the market. The response from doctors and dealers was almost unbelievable. The infant business "grew and it grew" under the sheltering wing of the mother company, the Fremont Canning Co., and soon outweighed its parent. Within a year the products had very satisfactory distribution. Today, 10 yrs. later, they are found in almost all parts of the civilized world.

**Construction Plans
for Mobile**

The Alabama State Docks Commission has plans for construction of new ship berths and material handling facilities at a cost of more than \$250,000. It has purchased two large banana elevators, at a cost of \$10,000.

Two new ship berths between Pier C and the docks cold storage plant are contemplated; also a fertilizer and salt cake terminal immediately adjacent to the docks' bulk material handling plant.

Wiesenfeld Moves at Jacksonville

Henry Wiesenfeld, owner and founder of Wiesenfeld Warehouse Co., Jacksonville, Fla., has moved his business to Warehouse No. 2, Riverside Viaduct from the Foot of Newnam St., where it had been located for 27 yrs. The new facilities provide trackage for twenty-four cars and are so arranged as to reduce considerably the company's handling cost.

**Leonard Brothers Open
Key West Branch**

Leonard Brothers Transfer and Storage Co., Miami, Fla., have opened a branch for a general warehousing business in Key West and will also offer Mayflower long-distance moving service in the island city. This development occurs right after the opening of the 90-mile overseas highway linking the keys to the mainland.

TAMPA, FLA.



"Your Tampa Branch House"
CALDWELL
BONDED
WAREHOUSES
MERCHANDISE—HOUSEHOLD GOODS
Members: American Chain of Warehouses
Members: American Warehousemen's Assn.

TAMPA, FLA.

LEE
TERMINAL
1139 Ellamse Ave.
TAMPA

Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA

TAMPA, FLA.



TAMPA UNION TERMINAL, INC.
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.
BONDED
CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION
Morgan and Water Streets, Tampa, Florida

W. PALM BEACH, FLA.

DANIELS and SON TRANSFER CO.
501 Park St., P.O. Box 1854 West Palm Beach

Specializing in Merchandise and Household Goods. Private Siding. Consign Shipments via FEC-SAL and Merchants and Miners Transportation Co.—Distribution of Pool Cars—Transfers Household Goods.

ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

ATLANTA SERVICE WAREHOUSE

"Service" is Our Middle Name
376 Nelson St., S. W. Cor. of Mangum
FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.
LOW INSURANCE RATE.
Member of A.W.A.

Merchandise Warehousing

Pool Car Distribution

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED
FIREPROOF STORAGE
MERCHANDISE
AND HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers

Remittance made day received

Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution

Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.

Consign via any RR.—Private Siding A.B.C. Ry.

Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S. E.

Commercial Warehousing at its Best

ESTABLISHED
1917

MEMBER
A. W. A.

ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for any long distance household goods movements you have. Commission Agents wanted.

WEATHERS BROS. TRANSFER CO., Inc.

Merchandise and Household Goods Storage

Pool Car Distribution of Merchandise and

Household Goods

Specializing on Long Distance Household Goods Moving

Operators of Our Own Equipment in 38 States

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY,

BAY STREET EXTENSION & CANAL.
Post Office Box 1187

General Storage—Distribution—Reconsigning

Custom House Brokers—Custom Bonded

Regular steamship service from principal

Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—S.W.A.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

Consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding

Negotiable Warehouse Receipts Issued

Pool Car Distributors


304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

For the convenience of shippers, this section is arranged geographically

CHICAGO, ILL.

A National System of  Warehousing
40 Warehouses 40 Cities

NEW YORK
11 WEST 42ND ST. PENN. 6-0968

ALLIED DISTRIBUTION INC.

CHICAGO
1525 NEWBERRY AVE. MON.5531

CHICAGO, ILL.

Combine your Chicago Office and your Warehouse

at ANCHOR.

The best location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

**ANCHOR STORAGE CO., 219-229 East North Water Street
CHICAGO**

Represented by
DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE

C & A TERMINAL CO.

358 W. HARRISON ST.

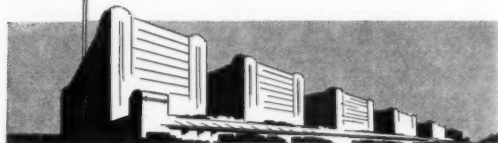
Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

CHICAGO, ILL.

"CHICAGO'S FINEST WAREHOUSES"

 *For Distinguished Service...*

Our huge connected modern warehouse units are located centrally . . . on private well paved streets . . . with ample parking and loading spaces . . . including second floor level roadway and truck elevators . . . Chicago Junction Railway union freight station under the same roof provides fast shipment service without transfer or cartage expense . . . swift freight elevators, plenty of them . . . natural light on all sides . . . clean modern quarters for offices or light manufacturing . . . heat and power as required . . . Because they are designed "for Distinguished Service," come to see our units first, whatever happen to be your space needs.



CENTRAL STORAGE & FORWARDING COMPANY

2001 West Pershing Road . . . CHICAGO
Telephone . . . LAFayette 5628

CHICAGO, ILL.



DOWNTOWN WAREHOUSE

Most Centrally Located
2 Blocks from New Union Station
**CANAL &
HARRISON STS.**
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

RYERSON SERVICE

(Continued from page 13)

loading of these units with a minimum of delay. As to choice between rail or highway carrier: The rate, service offered, and customer's preference determine the choice. A city fleet is maintained at the main and each of the other branch warehouses for metropolitan deliveries.

The traffic manager has a schedule of all outbound trains and motor trucks, and schedules are arranged so that orders get out at the earliest possible time. In cases of extreme urgency, express shipment by airplane gets the steel in the customer's hands on time. For local delivery, loads for fast trucks are made up to secure maximum service. Customers in the city, wishing to pick up steel with their own trucks, phone the office in advance. When they arrive, the steel usually is ready and waiting for them.

The business of serving the trade with immediate steel is a business built by saving seconds, which may not seem so important to the general public, but to thousands of manufacturers, builders, and shops located in all sections of the country, it very often means the difference between profit and loss—success and failure. Knowing that steel can be procured upon request at any time, they find it unnecessary to tie up capital in large stocks for future use. They have no depreciation to contend with, have no cutting waste, and need not maintain costly storage space.

Ryerson steel service is nationwide and extends from coast to coast. Fast rail service and long distance trucking have their part in enabling the company's plants to handle prompt deliveries. The object of the company is to be of real service to its clientele. In good times and in dull, this immediate steel-service has proved sound and economical. When business is at an ebb it is important that a manufacturer keep his stock down to the minimum. Small quantities procurable at short notice is a real economy at such times. And in peak times it is just as important to get the needed material when mills are clogged with orders and weeks of waiting may be expected. At such times it is well to be able to bridge the gap by ordering from waiting stocks.

All facilities throughout the organization have been arranged to provide "straight line" progress, from receipt of the order to the moment it leaves the warehouse. The company feels that it delivers more than steel—it delivers service in addition. Much pride is taken in the fact that this immediate steel-service idea, originated by this company, has been an essential factor in the growth and success of many other similar business enterprises.

Joseph Ryerson came to Chicago unheralded. At that time there was no roar of traffic, no heaven-reaching skyscrapers. That was in 1842, and he came as a stranger seeking his fortune in the great undeveloped central west.

The journey from Philadelphia of 900 miles had required 9 days by stage, boat, and rail. Soon after his arrival at Chicago he rented a small brick building and put in a stock of iron and steel, such as mechanics, builders, and boilermakers need. Thus, humbly, began the steel-service idea. The business flourished from the start, but when the fire of 1871 swept the city, Ryerson's building and stock were destroyed and a new start had to be made. In 1914 a plan of expansion was worked out. New York was the first to have a branch, then St. Louis, next came Detroit, and so on, until today the ten large plants are in operation. All plants employ the same system for speeding up orders; are fully equipped with modern facilities, in keeping with the tonnage handled, for the speedy moving of steel; and are so located as to rail and truck transportation

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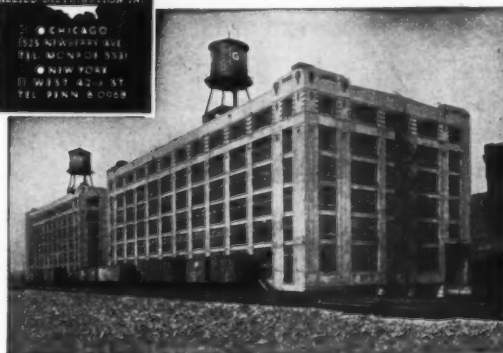
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A COMPLETE WAREHOUSE ORGANIZATION
FULLY EQUIPPED TO HANDLE MERCHANDISE
RAPIDLY AND ECONOMICALLY

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OFFERS LARGE AND SMALL SHIPPERS
THREE MODERN CHICAGO
MERCHANDISE WAREHOUSES

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

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Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage. One block from the main Post Office Building.

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Centrally located—only 12 minutes from the loop.
Complete warehouse service with personal supervision.
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that shipments may be dispatched without hitch or hindrance.

The Ryerson company today is the largest and most aggressive independent distributor of steel and allied lines in the world. The list of products handled is too long to incorporate here. Thousands of tons of steel, ranging from the smallest drill rod to the largest wide-flange beams—from ordinary black sheets to the finest Allegheny stainless—are carried in stock ready for shipment.

New Honduras Fee Ordered

The consulate general of Honduras, N. Y., has been instructed to make a charge of \$1 for the certification of certificates of origin, the fee to be paid in consular stamps. The consulate plans to require the use of special forms which will be sold by the consulate at 10 cents per set of five.

15% Rate Rise Denied Telegraph Companies

The Federal Communications Commission has denied an application by the principal telegraph companies for a 15 per cent increase in domestic rates.

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road
Merchandise Storage—Pool Car Distribution
COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without
Offices. Trackage—Free Switching—Fireproof
Represented by
National Warehousing Service

"THE
ECONOMICAL
WAY"



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Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

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ADVANCES MADE

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Prompt Delivery and Best of Service.

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Decatur Warehouse Company

(Shumate Transfer)

20-30 INDUSTRY COURT
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED : : LICENSED : : INSURED CARRIERS

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Member of A.W.A.—N.F.W.A.

SINCE 1892

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BROS.
TRANSFER & STORAGE CO.**

Office—601 E. WILLIAM ST.

Decatur's Pool Car Distributors

Spot stock storage deliveries. Merchandise and Household Goods Storage. Private siding and free switching WITH PROTECTION IN THE ONLY FIRE-PROOF WAREHOUSE IN THE CITY. Lowest fire insurance rates. Pick up and delivery service maintained via our freight terminal.

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Joliet, Illinois

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Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt
which connects with every road entering Chicago.

No switching charges.
Chicago freight rates apply.

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OUR DEPENDABILITY YOUR ASSURANCES
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Peoria is the logical Center of Distribution for Illinois.
We will be pleased to explain our service and facilities.

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Agent for
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We solicit the handling of your Chicago Shipments
Pool cars handled on our own Switch Track
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Special equipment for handling
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Est. 1920

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Is a habit with us—not a boast. Stock forwarding ordered
even as late as one o'clock is shipped the same day on
through destination cars, via any railroad from any of the
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Warehouse is in the heart of all business activity. Write
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"Where Waterway . . . Railway . . . Highway Meet"
With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.
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Downtown location makes it ideal for—Branch Offices, Storerooms, Lease Space.

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Strohm Warehouse & Cartage Company
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General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

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Modern Truck Equipment.

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Modern Fireproof Warehouse—Centrally Located—PRR Siding
—Low Insurance Rate—Pool Car Distributors. Motor Freight Terminal—Local Cartage Service—Branch Office Service.

Warehouse Receipts on Staple Commodities

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Complete facilities for the storage and distribution of

MERCHANDISE

PRIVATE SIDING—BIG FOUR—CONNECTING WITH ALL RAILROADS—NO SWITCHING EXPENSE. TRUCK SERVICE.

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Write for complete description of services to meet your individual requirements.

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Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
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FALLS CITIES TRANSFER CO., Inc.**Serving the Falls Cities**

Louisville, Ky., New Albany, Ind., Jeffersonville, Ind.
Pick-up agents for all rail, water and truck lines.
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GREAT LAKES WAREHOUSE CORPORATION**General Merchandise—Storage and Distribution**

Established 1922

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FACILITIES—150,000 sq. ft., Fireproof, concrete-steel-brick const. Siding on

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SERVICE FEATURES—Motor term. on premises—hourly del. to Metro. Chicago

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MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

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"Coburn Service" for Efficiency

HENRY COBURN
STORAGE and WAREHOUSE CO.
Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance

Loans on Receipts

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DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.

Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—we do the rest. U.S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

TERRE HAUTE, IND.

Registered Under Indiana Laws

Terre Haute Warehouse & Storage Co.

9½ & Mulberry Sts., Terre Haute, Ind.

Storage, Distribution and Forwarding; Household Goods Crated, Packed and Hauled; Pool Car Distribution; Private R. R. Switch. Phone C 2782.

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CEDAR RAPIDS, IOWA

AMERICAN TRANSFER & STORAGE CO.

SINCE 1907

General Merchandise Warehousing and Distribution.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.

Siding on C. M. St. P. & P. Rd. Free Switching from Other Roads.

Motor Freight Terminal.

U. S. CHAMBER CONVENTION

(Concluded from page 14)

ing, attacked the fallacy that machines reduce employment. He stated that the machine is the basis of our modern western civilization and that its free use has given the United States the most marvelous century and a half the world ever saw. For first time in history machines have given the masses leisure, because by enabling men to produce more in less time, more pay and jobs have been created.

Asserting that economic compulsion means political compulsion, Representative Samuel B. Pettengill of Indiana, emphasized the inseparability of constitutional democracy and competitive enterprise. He stated further, "We cannot have centralization in industry and decentralization in government. When we abandon the competition of the open market we return to the very system of court favorites and sycophants and graft and corruption which our fathers once crossed the stormy North Atlantic to escape. Then the little man and the new idea are frozen out. Then volume falls and prices rise. Then decadence begins. Then the competition of excellence ends. Then the standard of living falls, for everyone—the poor most of all.

"Business men are the inescapable partners of progress. The laboratories have done more for mankind than the legislatures. The chemist has done more than the Congressman, the physicist more than the politician."

Suggesting the need for recognition by Government that there is nothing inherently bad in business, Mr. Pettengill said:

"In one business, bigness permits the minute subdivision of overhead, the economics of mass buying and mass production, the ability to maintain costly but necessary departments of research and experiment, the long purse of reserves that carry it over the valleys of depression. If, in such bigness, all these advantages of bigness over smallness are constantly passed on in a better product at a lower price, by management that feels its responsibility of trusteeship for owner, worker and consumer, then it would seem to be entitled to a favorable verdict in the court of public opinion."

The Chamber and the American Federation of Labor advanced common peace efforts with a chamber resolution and a statement by Lewis E. Pierson, chairman of the board of the Irving Trust Co., welcoming harmony with labor. To this William Green, president of the A. F. of L., replied by declaring that a program of co-operation would be "the greatest possible step to wipe out unemployment—more than anything the Government could do." On May 15, however, the A. F. of L. head assailed the Chamber for lack of cooperation, declaring that business had "utterly failed to grasp its opportunity" because it had opposed the wage-hour bill. In this the Chamber demanded the outright appeal of the national labor relations act and kept silent on trade unionism, collective bargaining, labor espionage and strike breaking. Mr. Green stated that the A. F. of L. does not seek drastic limitations of the labor act but better administration.

Soy, Tung and Flaxseed

Linseed oil for paint last year used up 1,500,000 lbs. of imported flaxseed, but from now on, foreign flaxseed will be forced to compete against "thermolyzed" tung and soy bean oil, a process developed by an American varnish company. It is claimed the new oil is superior to linseed oil as a paint vehicle.

Tung oil comes mostly from China (about \$20,000,000 worth of it being imported last year), but with the cultivation of tung trees in the Gulf states, this will be cut down eventually. The tung oil requirements in the United States will absorb the production of 500,000 acres of trees. At present only 50,000 acres are planted.

CEDAR RAPIDS, IOWA



Calder's Van & Storage Co., Inc.

412 Ave. A, N.E. Cedar Rapids, Iowa

Merchandise and Household Goods Storage

Pool Car Distribution

Fireproof Warehouse Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

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CEDAR RAPIDS TRANSFER & STORAGE

FIREPROOF WAREHOUSE
ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING
AND DISTRIBUTION OF MDSE. AND H. H. GDS.

MOTOR FREIGHT TERMINAL

For Reputable Freight Lines

DAILY SERVICE IN EVERY DIRECTION

FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS
Special Warehouse for Farm Machinery and Heavy Equipment

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EWERT & RICHTER EXPRESS & STORAGE COMPANY

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage.

Phone Dial 3-3653.

Branch office and Warehouse service—Mississippi Valley reaching 30

Million Consumers.
Pool- and Stop-over Distribution.
Trunk Terminal & Motor Truck Services.
Members: AWA NFWA IAWA.
Associated Warehousemen, Inc.
Agents, ALLIED VAN LINES.

DAVENPORT, IOWA

MEMBER AMERICAN CHAIN OF WAREHOUSES

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Warehouse

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MERCHANTS
TRANSFER & STORAGE CO.

428

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Ave.Merchandise Storage & Pool Car
DistributionMEMBERS: A.W.A.—N.F.W.A.—I.A.W.A.—
Furniture Storage AGENTS—ALLIED VAN LINES, INC.

DAVENPORT, IOWA



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TRANSFER AND STORAGE CO., 1460-1466 W. 4th STREET

DAVENPORT, IOWA

Modern facilities for efficient warehousing and distribution of merchandise and household goods. Private siding. C.R.I. & P.R.R. Merchandise deliveries twice daily to Rock Island—Moline—East Moline and Silvis, Ill.

DES MOINES, IOWA

BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
Des Moines

Members: A.W.A.—N.F.W.A.—I.A.W.A.—M.O.W.A.

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Member American Chain of Warehouses

Fire
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TRANSFER & STORAGE CO.9th
&
MulberryTRY OUR SUPERIOR SERVICE
40 years' warehousing nationally known accounts
Given you Guaranteed Service
Daily reports of shipments and attention to
every detail.

DES MOINES, IOWA

ESTABLISHED 1880

White Line Transfer & Storage Co.

120 So. FIFTH AVE. DES MOINES, IOWA

Moving: Packing: Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS

MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and from All Lines Entering Des Moines

(Lowest Insurance)
Members: A. W. A., M. W. A., I. W. A., M. O. W. A.

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IN THE HEART OF IOWA
FIRE PROOF STORAGE CO.

Church Street and First Avenue
Complete Distribution, Trucking and
Storage Facilities

56,000 SQ. FT. FLOOR SPACE
Contract Operators for All Rail Lines

MASON CITY, IOWA

Your
Clearing
House of
Commerce

Rendering a perpetual service for your
traffic needs.

Complete facilities for modern storage
and every type of local or overland
freight transportation. Overnight deliv-
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100 miles. Private railroad sidings and
expert handling. Pool Car Distribution.
Ask our Service Bureau for routings,
rates and shipping advice FREE.

**MASON CITY
WAREHOUSE CORP.**

MASON CITY, IOWA
Member: A.W.A., May W.A.

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

EMPORIA, KANSAS

EVERY MODERN
FACILITY

BAILEY'S

NEW

FIREPROOF STORAGE

MERCHANDISE — FURNITURE — COLD STORAGE

FIRE INSURANCE RATE 13c PER 100 PER YEAR

Private Siding — Free Switching — Sprinklered

HUTCHINSON, KANSAS

Aero Mayflower—A. W. A.

CODY

Transfer & Storage Co.

Fireproof Warehouse—Merchandise and Household Goods
Private siding — Free switching — Pool car distribution

KANSAS CITY, KANSAS

**INTER-STATE
TRANSFER AND STORAGE COMPANY**
FIREPROOF WAREHOUSE

18th & MINNESOTA

Packing, Moving, Storing and Shipping. Private Siding

Agent for Allied Van Lines, Inc.

L. J. CANFIELD, Proprietor Telephone Dr. 3420

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

TOPEKA TRANSFER and STORAGE Co., Inc.

A.W.A.

N.F.W.A.

FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CRI & P. U.P. and M.P.
Member of American Chain of Warehouses

WICHITA, KANSAS

*A Modern Distribution and
Warehousing Service*

Brokers Office & Warehouse Co.

Murray E. Cuykendall, Gen. Mgr.
Member of American Chain of Warehouses

WICHITA, KANSAS



Write or Wire

Cassell
TRANSFER & STORAGE CO.

WICHITA, KANSAS
Fireproof Storage and Sprinkler System

WICHITA, KANSAS



**UNITED
WAREHOUSE CO.**

Merchandise Warehouses
at
TWO BIG
MARKETS
WICHITA, KANSAS ← → KANSAS CITY, MO.

MATERIAL HANDLING FORUM

(Concluded from page 11)

truck casters are used, are sometimes harder to handle than steel. With rubber-tired wheels, small-diameter wheels, 8-in. or under, on four-wheel trucks should not be used unless necessary. In fact, a caster smaller than 10 in. in diameter in rubber tires, for heavy loads, is not advisable where hand-handling is necessary.

On two-wheel hand trucks, using wheels of 8-in. or larger in diameter, it is necessary to give consideration to the load being handled, in order to select the right face or width of rubber tire, and also the proper compound in the tire, so as to eliminate squashing or distortion due to too soft a tire.

Also, when rubber tires are installed, it is well to consider at the same time, the application of roller bearings. Many industrial plants have reported that the application of rubber tires in place of steel wheels on hand trucks has effected considerable economies in floor savings, reduction of noise, and easier handling for the truck operators. What is true of industry can also be true in the warehouse, as many of these trucks are used by both.

This subject of steel wheels versus rubber-tired wheels is an important one, and the "Forum" would like to hear more from the actual experiences of all users. It would be pleased to cooperate with any committee or group that might be working to summarize experiences of different companies with trucks with various types of wheels, and the "Forum" will be glad to make this information available to all readers through its column.

East Texas Warehouse Group

The East Texas Warehouse & Transfermen's Assn. has been formed. This group covers the territory east of Dallas and as far south as Lufkin, principally the cities of Longview, Marshall, Tyler, Henderson and Lufkin.

The association now has about 12 members and has elected George Tarry, of the Tarry Transfer Co., Tyler, as president and Mrs. Frank Womack, Frances Transfer & Storage Co., Tyler, as secretary.

LEXINGTON, KY.

THE UNION TRANSFER and STORAGE COMPANY, Inc. THREE LARGE WAREHOUSES

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

BATON ROUGE, LA.

L. C. STEPHENSON, Mgr.

GLOBE STORAGE COMPANY, INC. 520 FRONT ST. BATON ROUGE, LA.

PROMPT SERVICE

General Storage
Merchandise Distribution
Pool Car Handling
Forwarding

Modern Bonded Warehouse
Sprinkler Protected
Railroad Siding on
Illinois Central and Missouri Pacific

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R. W. DIETRICH, President

Importers' Bonded Warehouse (Member of A.W.A.)

and

Bienville Warehouses Corporation, Inc.

(Member of A.C.W.)

Office, 340 Bienville St.

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for
New Orleans and its territory.
200,000 square feet of storage space with track room
for 30 cars at one placement. Licensed by and bonded
to the State of Louisiana and the U. S. Government.

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53 W. Jackson Blvd.
Telephone: Harrison 1498

LOUISVILLE, KY.

Most Centrally Located Warehouse and Motor Truck Terminal in Louisville



Our
Service
Is Our
Sales
Force

With a trained personnel and modern facilities
for rendering efficient distribution service.
ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY
1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

LAMPPIN WAREHOUSE COMPANY

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square
feet, Mill Construction, Sprinklered,
private siding P.R.R. Distribution
of pool cars.

LOUISVILLE, KY.

Louisville Public Warehouse Company 25 WAREHOUSES \$750,000 CAPITAL

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mdse. ——— H. H. Goods

LOUISVILLE, KY.

Ninth Street Public Warehouse

Warehousing in all its branches
Sprinklered Buildings—Most Centrally Located with Rail and
Truck Sidings. I. C. Railroad.
MAIN AT NINTH

ALEXANDRIA, LA.

ALEXANDRIA IN THE HEART OF LOUISIANA



Bonded Brick & Concrete Warehouse. Stor-
ing, Packing. Pool Car Distribution. Agents
Aero Mayflower Transit Co. Private Sidings
L.A.S., P.&R.I. Ry.

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Member of A.W.A.-May W.A.-S.W.A.

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Commercial Terminal Warehouse Company INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the
distribution of merchandise
and manufactured products.

Storage Cartage Forwarding Distributing
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street

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LOUISIANA

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Douglas Shipline Storage Corporation Douglas Public Service Corporation



New Orleans, La.
Sprinklered storage—
1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity
—100 cars.
Nine warehouses con-
venient to your trade.
Loans made against
negotiable receipts.
Trucking Department
operating 105 trucks.
Insurance Rates 12c
to 46c.

Represented by
Distribution
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All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipline connection.
Electrical unloading and piling devices provided to eliminate damage
in handling.
Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHE. CO., Inc.
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Represented by **ALLIED DISTRIBUTION INC.** CHICAGO
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Complete Warehousing Service

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"In the Heart of the Wholesale District."

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Merchandise and Household Goods

Private siding KCS. Free switching. Pool Cars distributed. Motor fleet of 6 modern trucks. Branch office and showroom facilities. Agents of Forwarding, Carloading and Steamship companies. We can help you.

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Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet; private siding on K.C.S. Distribution of Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

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McLAUGHLIN WAREHOUSE CO.
 Established 1875 Incorporated 1918
General Storage and Distributing

Rail and Water Connection—Private siding

Member
 American Chain of Warehouses
 American Warehousemen's Association
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PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.
 P. O. Box 784 71 Kennebec Street

Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs

Modern, fireproof construction

Sprinkler system protection

Insurance rate 16½c

Free switching with all

railroads

Storage in transit privilege

on flour, canned goods, potatoes, paper and paper bags

Warehouse space for rent,

office or desk room



BALTIMORE, MD.

For Details See Directory Issue
 Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.
 T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses
 Rail and Water Facilities
 Pool Car Distribution—Storage—Forwarding
 Private Siding Western Maryland Railway

BALTIMORE, MD.

Thomas H. Viskery,
 Pres.

E. E. Bashman,
 Sec'y and Mgr.

BALTIMORE STORAGE CO., INC.

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

Canada and Mexico

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
 The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

MAIN OFFICE: 400 KEY HIGHWAY

Agents: Allied Van Lines, Inc.

OFFERING THE MOST COMPLETE MOVING, HAULING AND WAREHOUSING SERVICE IN BALTIMORE. DISTRIBUTORS OF NATIONALLY KNOWN PRODUCTS. FLEET OF DELIVERY TRUCKS COVERING CITY AND VICINITY TWICE DAILY.

U. S. Customs Bonded Draymen
 MEMBERS: Md.F.W.A. • N.F.W.A. • A.T.A.

DAVIDSON

TRANSFER & STORAGE COMPANY

BRANCHES: New York City • Newark • Philadelphia • Washington

BALTIMORE, MD.

FIDELITY

STORAGE CO.

2104-6-8 MARYLAND AVE.

*Your Clients Efficiently Served
 All Collections Promptly Remitted*

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association

National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE, VICE-PRES.

Agent for Allied Van Lines, Inc.

BALTIMORE, MD.

McCORMICK WAREHOUSE COMPANY

LIGHT AND BARRY
 STREETS

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O. WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co. from New England.

THE PARADE OF NEW PRODUCTS

(Continued from page 23)

Bach Products, Inc., 305 E. 46th St., New York, organized to manufacture art metal products and novelties, has leased a one-story building at 288 E. 18th St., Paterson, N. J., for new plant.

Gulf Fertilizer Co., 36th St., Tampa, Fla., has plans for new branch plant at Port Everglades, Fla., with storage and shipping facilities.

Ethyl-Dow Chemical Co., Midland, Mich., has let contract for addition to branch plant at Wilmington, N. C., used for extraction and processing of bromine from raw sea water. Cost over \$1,000,000 with equipment.

Antonio Palazzolo & Co., 712 Central Ave., Cincinnati, manufacturer of food products, has let contract for new six-story and basement plant at 2009 Gilbert Ave. Part of structure will be used for processing and packing, with another section for storage and distribution.

The Sterisol Ampoule Corp., manufacturer of intravenous solutions used in hospitals, has leased three floors in the nine-story building of the Tiffany Place Corp., on Tiffany Pl., Brooklyn, N. Y., for a term ending in Dec., 1943. The lease involves 25,000 sq. ft.

Warner Dog Food Co., Inc., 12 Franklin St., Brooklyn, has appointed J. R. Kupsick Agency, 122 E. 42nd St., New York City, to handle the advertising of its product.

H. R. Nicholson Co., Baltimore, manufacturer of Nichol Kola, has appointed Stewart Jordan Co., Philadelphia, as advertising agents.

Ecusta Paper Corp., Brevard, N. C., has planned to construct a \$2,000,000 plant for manufacture of cigarette paper.

Liberty Vegetable Oil Co., Los Angeles, Cal., has laid foundations for a new processing plant, which when completed will employ 400 persons.

Anaco, Inc., has leased ground floor at 14-27 Broadway, Long Island City, N. Y. The tenant will use the premises for warehousing and distribution of disinfectants and kindred lines.

Maine Canners Assn., Augusta, Me., has approved plans for a consumer and trade campaign on State of Maine sweet corn. The program will be directed by Maine Development Commission and its merchandising and advertising counselors, Brooke, Smith, French & Dorrance, New York. Private brands of Maine sweet corn packed by members of the association, and controlled by chains, voluntary chains and wholesale grocers, will run tie-up advertising in newspapers, displays and other media. The present program, it is stated, is a forerunner to a nationwide campaign to be launched for Maine sweet corn this fall, and to run through next winter and spring. Similar campaigns are being considered for Maine blueberries, which are said to represent 95 per cent of the national blueberry pack.

Pepsi-Cola Company, Long Island City, N. Y., will use about 1,100 newspapers in the fiscal year started April 1, as against 578 newspapers last year. The series will appear through the United States and in

BALTIMORE, MD.

Terminal for Southern Pacific
Steamship Lines

RUKERT TERMINALS CORPORATION

1409-17 THAMES STREET

BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution . . . Financing.

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* AN ASSOCIATED

Terminal Warehouse Co.

Operating four Modern Warehouses on tracks of
Pennsylvania Railroad Company.

Trucking Storage
Pool Car Distribution
Financing Bonded Space

Founded
1893



Resources
\$750,000

WAREHOUSE

CUMBERLAND, MD.

Bennett Transfer & Storage Co.

Main Office and Warehouses

Henderson Boulevard and Franklin St.

Day and Night Phones 3060



Furniture and Merchandise Warehousing
Pool Car Distribution and Forwarding
Member of N.F.W.A. Agents for Allied
Van Lines, Inc.

BOSTON, MASS.

SHIPPING TO BOSTON?

Use our complete facilities for
the expert handling of house-
hold goods.

Modern equipment for lift vans
and containers.

T. G. BUCKLEY COMPANY, 690 DUDLEY ST., BOSTON

ESTABLISHED 1880—FIFTY-SEVENTH YEAR.

Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

BOSTON, MASS.

CLARK-REID Co., INC.

GEO. E. MARTIN, President

GREATER BOSTON SERVICE
HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING



OFFICES { 380 Green St., Cambridge
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

For the convenience of shippers, this section is arranged geographically

BOSTON, MASS.

CONGRESS STORES, Inc.

38 STILLINGS ST.

PERSONAL
SERVICEGENERAL
MERCHANDISE STORAGECENTRAL
LOCATION*Pool Car Distribution**Sidings on N. Y., N. H. & H. R. R.*Protected By
A.D.T. ServiceMember
Mass. Warehousemen's Assn.

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Man.

STORAGEB. & M. R.R.
Mystic Wharf,
BostonN. Y., N. H. & H. R.R.
E. Street Stores
South Boston

BOSTON, MASS.

ESTABLISHED 1830

D. S. WOODBERRY CO.

P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

TRUCKING & STORAGE

BOSTON & MAINE R.R. SIDING

BOSTON, MASS.

Established 1896

PACKING

MOVING



STORING

SHIPPING

COMPLETE WAREHOUSING FACILITIES
CONTAINER SERVICE

48 Bromfield St. Member Mass. W.A. May. W.A. 3175 Washington St.

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FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.
General Merchandise, Storage and distribution. ADT Protection System. Nego-
tiable and Non-negotiable warehouse receipts. Space reserved for merchandise
requiring non-freezing temperature.*Pool Car Shipments — Auto Truck Service*William F. Heavey, President and General Manager
Member American Warehousemen's Assn.

BOSTON, MASS.

CHARLES RIVER STORES
131 Beverly Street
Boston and Maine R. R.ALBANY TERMINAL STORES
137 Kneeland Street
Boston and Albany R. R.

DIVISIONS OF

FITZ WAREHOUSE

AND

DISTRIBUTING CO.

GENERAL MERCHANDISE STORAGE

Free and Bonded Space — Pool Car Service

Successors to

FRANCIS FITZ CO. AND THE GENERAL
STORAGE DIVISION OF QUINCY MARKET
COLD STORAGE AND WAREHOUSE CO.

Rail and Motor Truck Deliveries to All Points in New England

Represented by

ALLIED DISTRIBUTION INC.

NEW YORK

CHICAGO

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1525 NEWBERRY AVE., MON. 5531

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Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Truck Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

MERCHANTS WAREHOUSE CO.

453 COMMERCIAL STREET

BOSTON, MASS. CAPITOL 7760

Free and Bonded Storage
Union Freight Railroad

A. W. A.

M. W. A.

FALL RIVER, MASS.

BOSTON, MASS.

NEW BEDFORD, MASS.

PROVIDENCE, R. I.

NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.
& H. R. R.**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking

FALL RIVER, MASS.

Mackenzie & Winslow, Inc.

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

Canada, Cuba, Great Britain and Ireland. The program runs exclusively in newspapers. Pepsi-Cola is more than 30 yrs. old, it was said, but has been intensively promoted only in the last 3 or 4 yrs. A 12-oz. bottle sells for 5 cents. One bottler has an exclusive franchise for each state. Charles G. Guth is president and George M. O'Neil, sales director of the company.

Shellmar Products Co., 224 So. Michigan Ave., Chicago, manufacturer of Cellophane products, has approved plans for one-story addition to converting plant at Mount Vernon, Ohio, 100 by 200 ft.

The Airway Popcorn Co. has been organized at Hicksville, Ohio. Will Falgeolle is manager. The plant will cure, shell, clean and grade corn to be sold largely in the eastern states.

Cranberry Cannery, Inc., South Hanson, Mass., is introducing cranberry juice cocktail in the New England market.

E. Latimer, Jr., Philadelphia, has placed on the market "Diamond L Waterproof and Washable Self Lining Paper," made in three designs and four colors, namely, red, blue, green and canary. This paper, it is said by the manufacturer, is exceptionally strong, as well as waterproof and grease and acid resistant, and its edges will not curl. It is being sold in Cellophane-wrapped rolls, each roll being 13 in. wide and 12 ft. long.

Parke, Davis & Co., 1 McDougall St., Detroit, chemical products, drugs, etc., will take bids soon on general contract for seven-story addition to plant at foot of Guoin Ave.

(Concluded on Page 67)

NEW BEDFORD, MASS.

600,000 Sq. Ft. FLOOR SPACE

MODERN BUILDINGS COMBINED
WITH A COMPLETE SERVICE FOR
THE STORAGE AND DISTRIBUTION
OF GENERAL MERCHANDISE.

STORAGE AND INDUSTRIAL SPACE
FOR RENT OR LEASE

Furniture Storage, Packing & Shipping

NEW BEDFORD STORAGE WAREHOUSE CO.
MAIN OFFICE — 152 FRONT STREET



PITTSFIELD, MASS.

T. ROBERTS & SONS, INC.

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

SPRINGFIELD, MASS.

Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member { A. W. A.
M. W. A.

Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

SPRINGFIELD, MASS.

E. G. Mooney, Pres. J. C. Hyland, V.-Pres.
R. C. Beardon, Mgr.

HARTFORD DESPATCH and WAREHOUSE CO., Inc.

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . .
Household and Merchandise facilities . . . Private Siding . . .
Our fleet covers Connecticut and Massachusetts daily.
Warehouses at Bridgeport and Hartford, Conn.
Members: NFWA—AWA—ACW—AVL Agents

DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

COMMERCIAL WAREHOUSE, INC.

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding & car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

**ATTENTION
SHIPPERS**

For the past twenty - three months new warehouse advertisers have appeared in each succeeding issue of D and W—Don't depend on the Annual Shippers Directory issue alone.

DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 828
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

DETROIT, MICH.

DETROIT HARBOR TERMINALS, INC.

"Cold Storage Service for any
Commodity"

AIR CONDITIONED COOLERS

provided with complete regulation of temperature and humidity for fruits, vegetables and produce.

PENNINGTON SYSTEM EGG ROOMS

with automatic controls of temperature, humidity and ozone concentration.

FREEZER SERVICE

Special rooms for storage of fish. Special attention to cold pack or quick frozen fruits and vegetables.

TRANSIT ARRANGEMENTS

for produce, fish, apples, fruits, milk and many other products.

TRAINED PERSONNEL

insures careful handling, use of proper temperatures, segregation of goods and promptness in filling your orders.

"The House of Personal Service"

4461 W. JEFFERSON AVE., DETROIT, MICH.

For the convenience of shippers, this section is arranged geographically

DETROIT, MICH.



GRAND TRUNK RAILWAY TERMINAL
& COLD STORAGE COMPANY, DETROIT, MICH.

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

DETROIT, MICH.

JEFFERSON TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

MERCHANDISE WAREHOUSING and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

LEONARD-DETROIT STORAGE CO.

Established 50 Years

STORAGE WAREHOUSES ALL OVER DETROIT



Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222

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Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING
CAR LOAD DISTRIBUTION



Private Siding on
Wabash—Canadian Pacific—Pennsyl-
vania—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection

"Your Interests Are Always Ours"

1941-63 W. Fort Street
DETROIT, MICHIGAN

DETROIT, MICH.

HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—
Specialized Personal Service—We own and operate our own
fleet of motor trucks—Distribution.

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

Completely
Servicing
**GREATER
DETROIT**
United States Warehouse Company
1448 WABASH AVE.

United States Cold Storage Corp.
Chicago -- Dallas -- Detroit -- Kansas City.

DETROIT, MICH.

"Located Heart Jobbing District"

RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.

54 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE

MOVING — PACKING — SHIPPING

PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

FACTORIES ON THE MOVE

(Concluded from page 22)

when the machinery and manufacturing equipment was purchased from the Bendix Products Corp.

National Biscuit Co., will erect an industrial plant at the northwest corner of Broadway and Halleck Ave., Jersey City, N. J. The property is served by a siding from the Penna. R.R., and the building when completed in the early summer will be used to serve the entire district.

Standard Refining Co., after a tenancy of 45 yrs. in New York City, will remove its plant to Jersey City in an expansion move. The refining company maintains offices in Boston and New York. It will occupy the factory buildings at the northeast corner of Palisade Ave. and Bowers St., Jersey City, for blending of syrups and molasses. The buildings are one- and two-story brick structures. Plant was formerly occupied by the Valley of the Moon Winery.

National Fruit Products Co., Washington, D. C., will move its entire office personnel to Winchester, Va., the latter part of June. The staff will be under the direction of Frank Armstrong.

Donora Steel Wks. and the Donora Wire Wks., of the American Steel & Wire Co., Pittsburgh, will be consolidated into a single plant to be known as the Donora Steel & Wire Wks. The Donora Zinc Wks. will continue to be operated separately. A. F. White will be general superintendent of the consolidated plant.

Mathieson Alkali Wks., Inc., 60 E. 42nd St., New York, has selected a site at Sewalls Point, Va., for new alkali distributing plant, handling output from works at Saltville, Va.

Ten Household Goods Hearings Scheduled by I.C.C.

Spiking the rumor that the Interstate Commerce Commission would possibly hold only two formal hearings on its order in Ex Parte MC 19, covering practices of motor common carriers of household goods, the Commission has issued an order pursuant to a session held at Washington on April 30, outlining a schedule of ten formal hearings to be held at various points in the United States.

The Commission has assigned this matter to be heard before Examiner S. A. Aplin for recommendation of an appropriate order. The first hearing was at Washington, D. C., May 23, 1938. From there, Examiner Aplin went to New York for a hearing May 26; then to Boston on May 28; and Atlanta, Ga., on June 10.

The hearing for the Texas region has been set for Dallas, Baker Hotel, June 13, 1938, at 9 o'clock A.M., standard time.

From Dallas, the itinerary of Examiner Aplin takes him to Los Angeles for a hearing on June 16; Portland, Ore., June 20; Salt Lake City, June 23; Kansas City, June 25; and Chicago, on June 27.

For the convenience of shippers, this section is arranged geographically

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK — G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER CO.**

Approximately 75% of All Commercial Storage in Grand Rapids Handled Thru Columbian

Represented by ALLIED DISTRIBUTION INC. CHICAGO
 NEW YORK 11 WEST 42ND ST., PENN. 4-0946 1525 NEWBURY AVE., MONSIEUR

JACKSON, MICH.

"In Union there is Service"

UNION TRUCK AND STORAGE CO.

Established 1860

516-522 No. Jackson St.

Jackson, Mich.

Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks. Completely Sprinklered. Low Insurance Rates. Pool Car Distribution. Covered Truck Docks.

Agents Allied Van Lines, Inc.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER

FIREPROOF WAREHOUSE—PRIVATE SIDING

Merchandise Storage—Pool Car Distribution

Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)



SAGINAW, MICH.

BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

● It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.

● Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.

● Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL-WAREHOUSE CO.

1840 No. Michigan Avenue
 SAGINAW, MICHIGAN

MANKATO, MINN.

BEN DEIKE*Transfer and Storage**We Guarantee Safety, Security and Satisfaction*

General office, 417-419 Poplar St.

Merchandise and Household Goods — Bonded Warehouses
Long Distance Truck Service—Your Goods Insured in Transit

MINNEAPOLIS, MINN.

ANCHOR WAREHOUSE, Inc.**BONDED - FIREPROOF WAREHOUSE**Exceptional Facilities—Modern Offices
Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale
and Shipping District
Offering a complete Warehousing and Distribution Service
Inquiries Solicited

730-740-750

Washington Ave., North

MINNEAPOLIS, MINN.

"Lowest Insurance Rate in Minneapolis"

1904

Minneapolis

1938

Van & Warehouse Co.Complete Storage and Distribution Service
Located in the Center of the CityPool cars solicited.
No cartage charge
to carriers.

Office and Lease Space

Member: Minn. Whse.
Assn., NFWA-AVL.

MINNEAPOLIS, MINN.

Complete Facilities

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandise warehouse that is U. S. Custom and State Bonded . . . Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 tractors and 35 semi-trailers . . .

NORTHWESTERN TERMINAL CO.

600 Stinson Blvd.

Minneapolis

Member: MINNEAPOLIS N. W. A.

MINNEAPOLIS, MINN.

KEDNEY

WAREHOUSE COMPANY

Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

ST. PAUL

8th & Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.

ST. PAUL, MINN.



An unbeatable combination

☆ Modern buildings, key locations and excellent service are an unbeatable combination in warehousing—especially when long experience is added to these important factors.

Extensive warehouse and truck operations over a period of many years have gained for these companies a nation-wide reputation for performance and responsibility. Their splendid facilities are used, either singly or in combination, by a growing host of manufacturers in servicing this important market.

Three locations in the Twin Cities. One virtually on the boundary line between Minneapolis and St. Paul, and one in the very heart of each city, enable us to offer "triple service" in this thriving and important market.

"Triple Service" is more than three strategic locations, however. Let us tell you more about it. Your inquiry is cordially invited.

ST. PAUL TERMINAL WAREHOUSE CO.
425 East 8th Street, St. Paul (Downtown Jobbing District)

MIDWAY TERMINAL WAREHOUSE CO.
2295 University Avenue, St. Paul (Minnesota Transfer Industrial Dist.)

MINNEAPOLIS TERMINAL WAREHOUSE CO.
618 Washington Avenue, N., Minneapolis (Downtown Jobbing District)

Members: American Warehousemen's Assn. Represented by: Associated Warehouses, Inc., New York and Chicago

For the convenience of shippers, this section is arranged geographically

MINNEAPOLIS



LARGEST
in the
NORTHWEST

*Play Safe,
Seek "SECURITY"*

- Perform all services of a local branch.
- Alert, trained personnel.
- Complete facilities for small factories or assembling plants.
- 20 buildings, over 1,000,000 Square Feet.
- More than 100 motor trucks.
- Consign via any R.R.

SECURITY
WAREHOUSE CO.
334 NORTH FIRST ST. MINNEAPOLIS MINN.



MINNEAPOLIS, MINN.

MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
—Bonded—Fireproof—Milwaukee, Minneapolis, and St.
Louis Trackage

100 trucks available for pick up and delivery service.

UNITED WAREHOUSES, INC.

708 South Third St.

Minneapolis, Minn.

Port of New Orleans Gains in 1937 and 1938

Harold C. Jackson, district manager of the department of commerce at New Orleans, estimates that the Port of New Orleans gained approximately \$90,000,000 in imports and exports during 1937. Practically the same gains, he said are continuing thus far in 1938.

Total exports during February were valued at \$21,034,589 in the New Orleans customs district, with imports valued at \$9,181,208. Vegetable food products and beverages led the list of exports with textile fibres and manufactured articles next in line. Other important exports included machinery and vehicles, non-metallic minerals, and metals and manufactures, excluding machinery and vehicles. Leading the district's imports were vegetables and vegetable food products, including coffee, sugar and bananas principally, textile fibres and manufactured articles, and inedible vegetable products, excepting fibres and woods.

Detroit Harbor Terminal Assessment Cut

The board of tax review on May 5 reduced the Detroit Harbor Terminals Co. assessment from \$1,576,000 to \$1,338,216.

ROCHESTER, MINN.

903 6th St., N. W.

Phone 5334

CAREY TRANSFER & STORAGE

Bonded Warehousemen
Complete Warehouse Facilities for Storage & Distribution
MERCHANDISE

Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS

Modern Buildings, Private Siding OGWRB Co.

MOTOR TRUCK SERVICE
Assoc. Minn. NWA—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

CENTRAL

♦ ♦ ♦ MEANS IN THE HEART OF THINGS



Represented by
**DISTRIBUTION
SERVICE, INC.**

219 E. N. Water St.
CHICAGO
Phone: Superior 7180

100 Broad St.
NEW YORK CITY
Phone:
Bowling Green 9-0986

625 Third St.
SAN FRANCISCO
Phone: Sutter 3461



That's just what our name means to our scores of nationally known customers.

Twelve minutes is the actual trucking time from our warehouses to the heart of two thriving cities. The perfect spot from which the Twin Cities and the great Northwest can be served from one stock with utmost speed and economy.

An ideal location for your midwestern branch office—where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision—sixteen buildings for storage or rental of all kinds. One large building is devoted to cold storage exclusively.

Direct connections with nine railroads entering the Twin Cities. Extensive trackage and free switching.

No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.

CENTRAL WAREHOUSE COMPANY

739 Pillsbury Avenue

St. Paul, Minnesota

Phone: Wester 2831

WINONA, MINN.



Hodgins Transfer & Storage Co.

Bonded

Merchandise & Household Goods Pool Car Distribution. Sales Representation. Private Siding. Motor Freight Service to LaCrosse, Wis. & Connections with Twin Cities & Chicago.

Office 120 W. 2nd St.

JACKSON, MISS.



RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANDISE

Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRB Co.,
Low Insurance Rate

MOTOR TRUCK SERVICE

VICKSBURG, MISS.

Z. B. Schwarz & Company

THE WAREHOUSE WITH A BONDED REPUTATION FOR
QUALITY SERVICE

Centrally Located to Serve Louisiana, Arkansas and Mississippi
MODERN, SPRINKLERED BUILDING, MOTOR FREIGHT DEPOT. PRIVATE
SIDINGS I.C.R.R.

Let us refer you to some of the Nationally Known Manufacturers whom we have served for a number of years.

Our Location on the Mississippi River Gives You Advantages of Low Water Rates.
MAXIMUM SERVICE AT MINIMUM COST.

For the convenience of shippers, this section is arranged geographically

JEFFERSON CITY, MO.

Transportation—Warehousing

COLE MOTOR SERVICE, Inc.

Central Missouri's only Fireproof Warehouse

Moving - Packing - Crating - Storage

Daily freight service to 100 Central Missouri towns South of the Missouri River.
Member of N.F.W.A.—Mo.W.A.—A.V.L.—A.T.A.

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tonnies Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise

Fireproof warehouses—Motor van service

On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

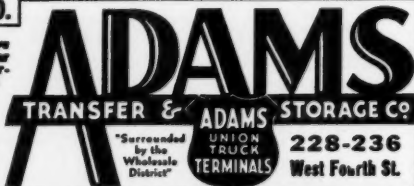
In Kansas City

it's the A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed WarehousesAgents
Allied Van Lines, Inc.

KANSAS CITY, MO.

Merchandise Storage - Low
Insurance Rates - Pool Car
Distribution - Freight Forwarders
and Distributors
via rail or daily motor service
to entire Southwest.MEMBER OF
American Chain of Warehouses
American Warehousemen's
Association - Traffic Club
Chamber of Commerce


ADAMS
TRANSFER & STORAGE CO.
"Surrounded by the Wholesale District"
UNION TRUCK TERMINALS
228-236
West Fourth St.

KANSAS CITY, MO.

SOUTH YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT

HOUSE AND WHOLESALE DISTRICT

Operating
Brokers' Warehouse, Security Warehouse, Terminal Warehouse

KANSAS CITY, MO.

MERCHANDISE WAREHOUSES, Inc.

933 Mulberry St.

Operating 240,000 sq. ft. fireproof, sprinkler
equipped space; 14-car sidings; insurance
rate—0c; dockage for 30 trucks; free switching,
free pickup and delivery to and from
freight houses; local, regional and storage-
in-transit service.

KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

W. E. Murray Transfer & Storage Co.

Pool car distribution - Financing of Stocks

Modern Fireproof buildings on switch track
Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See Listing for Details

Agents, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

**THE ONLY WAY
TRANSFER &
WAREHOUSE CO.**

1400-10 St. Louis Ave.

Two Merchandise Warehouses — Cartage

**POOL CAR
DISTRIBUTION**
Our Specialty

KANSAS CITY, MO.

**UNITED
WAREHOUSE CO.**

Merchandise Warehouses

at
TWO BIG
MARKETS

WICHITA, KANSAS

KANSAS CITY, MO.

KANSAS CITY, MO.

WALNUT STORAGERIGHT IN THE MIST OF BUSINESS
EVERYTHING YOU NEED IN KANSAS CITY
Building—Location—Trackage—Service—
Organization

2020 Walnut St.

Kansas City, Mo.

**New Grand Rapids Storage
and Moving Company**

The Quality Moving and Storage Co., Grand Rapids, Mich., has been formed. The warehouse is located at Madison Ave. at Garden, S.E., where it has a siding on the Pere Marquette.

**Doran, Greenwich, Conn., Inc.
New Fireproof Unit**

Doran Bros., Inc., established in 1874, has completed and is now occupying its new fireproof unit at 25 Railroad St., Greenwich, Conn.

The new building is 50 by 150 ft., a single floor unit made of steel, concrete and brick with reinforced walls and uprights to take care of four additional floors.

The lower floor front contains the offices and loading platforms for three trucks at a time with room for three additional trucks for garage purposes.

The building is completely sprinklered and has cross ventilation in all rooms. The latter are laid out to take care of two loads, with doors on both ends. They are made of tile with fireproof doors. The new unit gives the Doran company both fireproof and non-fireproof buildings.

**Shinkle Storage, Anderson,
Ind. Moves**

The Cary Shinkle Transfer & Storage Co., Anderson, Ind., has recently moved from 517 Main St. to new quarters at 528 W. 11th St. A new dock has been built along the west side of Eleventh St. building, extending the entire length of the structure, providing adequate facilities for loading and unloading.

Carnahan Sells Transfer Business

The transfer department of the Carnahan Transfer and Storage Co., Oil City, Pa., has been sold to the D. & P. Transfer Co. The Carnahan Co. retains the storage, furniture crating and de-mothing departments of the firm and will continue to operate under the same name at its location on Duncomb St.

COMPETENT

• A one-word description of the personnel of our thirty-five-year-old organization, which is operated on the theory that its trained and experienced employees are its greatest asset, despite a large investment in buildings and modern handling equipment.

Consign cars to yourselves in our care via any railroad entering the city. Terminal Railroad Association delivery: Reciprocal Switching.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.

**USE
LONG SERVICE**
from shipper
to market

the
40th
STATE

**COMPACT
COMPLETE
COMPETENT**

THE PARADE OF NEW PRODUCTS

(Continued from page 60)

Springfield Glazed Paper Co., Springfield, Mass., has been merged with Processed Papers, Inc., Camden, N. J., the new concern being known as the Springfield Coated Paper Corp., with factory, laboratory and offices at the plant of the Camden company, which is located at 9th & Bailey Sts. The new corporation, which manufactures a variety of cover and other coated papers, recently installed a high-speed embossing machine and is promoting its latest product, "Ivory Rawhide." This is a light suitcase or airplane luggage covering paper, embossed to simulate the grain of rawhide leather. A New York office has been opened at 465 Broome St.

Albert E. Maas, Braddock, Pa., is one of 3 brothers who recently have organized a company, capitalized at \$600,000, for the manufacture of strawboard. It is planned to establish plants in southern Ohio. Selection of plant sites has not been announced. It is expected to produce 100 tons of strawboard daily, when production is under way.

Acme Specialty Sales Co., Philadelphia, which has an interest in the patent and is helping to finance the process, has a new method of casting paper, called the Xylite web process, which is being used in the manufacture of radio speaker diaphragms. Under this new method, eight different kinds of paper pulp are blended in forming, in varying thicknesses, the material from which the diaphragms are cast in conical form. The new type of diaphragm is said to be an improvement over former products for the purpose, because of its strength, flexibility and control of resonance.

ST. LOUIS, MO.

RUTGER STREET WAREHOUSE, INC.

MAIN & RUTGER STS.

200,000 Sq. Feet of Service
BONDED Low Insurance

Merchandise Storage and
Pool Car Distribution.

Track Connections with All
Rail and River Lines.

Member

Offices:

New York

Murray Hill 9-7645

Chicago

Franklin 6263



ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space
Consolidated freight depot in our building, serving all 15
eastern, western, southwestern trunk lines.

Covered railroad docks, capacity 100 cars daily.

Spacious truck docks facing wide streets to speed up service
locally and beyond.

State and U. S. Custom bonded.

Twenty floors office space in connection.

Our prices comparable with other warehouses in this territory.

Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.

12th Blvd. at Spruce St.

St. Louis, Mo.

ST. LOUIS, MO.

"SERVICE THAT EXCELS"

Six warehouses in metropolitan St. Louis for your distribution.

Our facilities include a warehouse in East St. Louis, Illinois, ideal for
serving the large territory on the East Side.

Dock facilities at Warehouse No. 6, located on Mississippi River—
Exclusive with us in St. Louis.

Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1,
U. S. Customs Bonded and Tax Paid Space under same roof.

Complete Distribution Service—Low Insurance Rates.

Your inquiries will be given prompt attention.

ST. LOUIS TERMINAL WAREHOUSE CO.

826 Clark Avenue

St. Louis, Mo.

SEDALIA, MO.

FRANK MIDDLETON, Owner & Mgr.

Middleton Storage and Moving Co.

Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage

Pool Car Distribution. Private Lockers

Member of Mo.W.A.

MISSOULA, MONT.

Distribution Center for Western Montana

REELY'S

General Storage

and

Freight Terminal



MEMBER OF

A.W.A.

N.F.W.A.

MONT. T. & S. A.

O.M.F.G. LISTING



Distribution Specialists for 35 Years

**ATTENTION
SHIPPERS**

Nearness of stocks encourages
customers to buy. Manufacturers
who force their trade to wait for a
week or two lose orders to those who
have a convenient supply close at hand.

For the convenience of shippers, this section is arranged geographically

HASTINGS, NEBR.



1876

1938

Borley Storage & Transfer Co., Inc.

Pool Car Distribution

**FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE**

LINCOLN, NEBR.

 100,000 Sq. Feet
Lincoln, Nebraska
301 N. 8th Street

 35,000 Sq. Feet
Grand Island, Nebraska
311 W. 4th Street

SULLIVANS

1889 49 Years of Continuous Service 1938

 Merchandise and Household Storage—Pool Car Distribution
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

 Transfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.


LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

 Represented by the American Chain of Warehouses,
New York City and Chicago, Ill.
Member of A. W. A.

OMAHA, NEB.

R. J. MAYER, PRESIDENT

CENTRAL STORAGE & VAN CO.

MAIN OFFICE . . . 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE . . . TRACKAGE . . . MOTOR TRUCKS

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

FORD BROS
Van & Storage Co.

OMAHA, NEB.

GORDON
Storage
Warehouses, Inc.

Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS
Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

MANCHESTER, N. H.

 Make Our Warehouse Your Branch Office for
Complete Service in New Hampshire

NASHUA, N. H.

McLANE & TAYLOR

CONCORD, N. H.

Bonded Storage Warehouses

Offices 624 Willow St.

 General Merchandise Storage & Distribution, Household
Goods, Storage, Cold Storage, Unexcelled Facilities.
Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

**Shiel Heads Wash. State
Warehousemen's Assn.**

At the annual meeting of the Washington State Warehousemen's Assn., held in Seattle the latter part of May, Howard E. Shiel, president, American Warehouse Co., Seattle, was elected president, succeeding William P. Shirk of Spokane. Other officers elected were: J. R. Goodfellow, president, Olympic Warehouse & Cold Storage Co., Seattle, vice-president; Lloyd X. Coder, president, System Transfer & Storage Co., Seattle, secretary and treasurer; M. C. Taylor, vice-president, Taylor-Edwards Warehouse & Transfer Co., Seattle, traffic agent. The following were elected directors: T. W. Martin, Robert Hullin, R. J. Tarte, all of Seattle; Matt Newell, Tacoma; Frank Fairchild, Yakima; William P. Shirk and Robert Seymour, Spokane.

**Selling Its Service the Real
Problem of Railroads**

The problem of selling railroad service to the nation now must take precedence over the earlier problem of providing rail facilities, according to J. R. Coulter, of St. Louis, general traffic manager of the St. Louis-San Francisco Railway, in his address at the May 3 luncheon of the New York Traffic Club, New York City.

"We have provided the services and now we must sell them," Mr. Coulter said. "In general, we have been so busy providing the facilities for transportation that we have not given much thought to the selling problem in the past. Now all of us who are concerned with railway management must recognize the new problem and face it with all our energy."

**Smith T. M. of Vick Chemical
Attacks Business Critics**

W. A. Smith, traffic manager, the Vick Chemical Co., in addressing employees of the company's Philadelphia office and plant, at its annual dinner, May 5, attacked critics of business in the United States.

"Men clothed with the dignity of government titles who have charged that American business is largely responsible for our present unemployment; that it is a menace to future social justice and is unfair to labor," received the brunt of Mr. Smith's displeasure. We asserted that business in general and the Vick company in particular were deeply conscious of their obligation as a social and economic force in America today. In defending business, Mr. Smith added that it had been responsible for the major portion of American progress and a strong bulwark against the regimentation and restriction of European-style dictatorships. A wider social justice, he predicted, and a higher standard of living will come for all through the efforts of unhampered industry and unregimented democracy.

EAST ORANGE, N. J.

Lowest Insurance Rate in New Jersey

JAMES P. WATSON

Fireproof Storage Warehouses

195-197 McKINLEY AVE.

Storage, Moving, Packing and Shipping of Fine Furniture
General Merchandise, Storage and Distribution
GEORGE L. BARBER, Mgr.

HACKENSACK, N. J.

RUTHERFORD, N. J.

GEO. B. HOLMAN & CO., Inc.

STORAGE SHIPPING PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey
Motor Vans for Local and Long Distance Moving
Operating Holman Warehouses
Members N. J. F. W. A. and N. F. W. A.
Agent: Allied Van Lines, Inc.

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution
Piers—Railroad Sidings—Factory Space
Correspondence Invited

JERSEY CITY, N. J.

RYAN STORAGE CO.

650 Montgomery St.

PACKING MOVING STORAGE

HOUSEHOLD GOODS

SERVING

Jersey City Bayonne Hoboken Union City West New York North Bergen
SYDNEY F. RYAN, PRES. & MGR.

NEWARK, N. J.

STORAGE DISTRIBUTION

ESSEX WAREHOUSE COMPANY

950-964 McCarter Highway, Newark, N. J.

Members—A.W.A.—N.J.M.W.A.

We are equipped to perform every service you require. Sprinklered building . . . Penn. R.R. siding . . . Private pier. Daily over-night truck deliveries within 100 miles.

NEWARK, N. J.

MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING! MOVING! STORAGE!

dependable since 1860

KNICKERBOCKER

STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET
Wm. R. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.

NEWARK, N. J.

Lehigh Warehouse & Transportation Co., Inc.

ALBERT B. DRAKE, President

Established 1919

Main Office

Branch Office

98-108 Frelinghuysen Ave.
Newark, New Jersey
Bigelow 3-7200829 Newark Avenue
Elizabeth, New Jersey
Elizabeth 3-5100

FACILITIES

NEWARK—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman, Ins. rate, 6¢ up to 10.5¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8¢ up to 16.7¢. Siding on Penn. R.R. Cap., 30 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Wha. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors.

Motor terminal and transport service: Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

ASSOCIATIONS—A.W.A. (Mds.); Whsmn.'s Asso. Port of N. Y.; N. J. Whsmn.'s Asso.; Chamber of Commerce; N. Y. Traffic Club; Newark Traffic Club; N. J. Motor Truck Asso.

NEWARK, N. J.

Newark Central Warehouse Co.

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

POOL CAR DISTRIBUTION.

Member of N.J.M.W.A.

Represented by

Allied Distribution, Inc. — Bay Terminals, Inc.

PLAINFIELD, N. J.

**SISSER BROS., INC.**

FIREPROOF STORAGE WAREHOUSES

OFFICES: 12-16 GROVE STREET

Somerville, N. J. New Brunswick, N. J. New York City
128-136 E. Main St. 25 Livingston Ave. 80 Day St.

Members: N.J.F.W.A. and N.F.W.A.

New Jersey's Largest Moving and Distribution Specialists

TRENTON, N. J.

**MANNING'S WAREHOUSE CORPORATION**

FIREPROOF STORAGE

Offices: 28 Bank St.

Household Goods Storage, Packing and Shipping.
General Merchandise Storage and Distribution, Pool Cars Distributed
Ship via Pa. R.R. or Reading R.R.

ALBUQUERQUE, N. M.

Center of Business District

Berger Terminal and Warehouse Company

Complete Storage and Distribution Service

Private Siding ATSF

314 N. First St.

ALBUQUERQUE, N. M.

Est. 1912

F. D. SHUFFLEBARGER, Pres.

H. K. DALTON, Sec. & Treas.

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Household Goods—General Merchandise—Regular Trips—
Buffalo and New York City

Members B.W.A.—N.F.W.A.

WATERWAYS AND TERMINALS

(Concluded from page 19)

Montreal, rather than use ocean tonnage. The Vancouver-St. Lawrence Line, for instance, which also happens to be owned by the same management as the H. R. MacMillan Lumber Co., found it better to pay rail freight and use the chartered ships on hand at a high recharter rate. Evidently ships come cheaper now, for at least one cargo is thus coming this way via Panama Canal. More are expected to follow.

Limits Set on Ship Size for Chesapeake Canal

THE United States Engineers Office, War Department, announces that vessels more than 425 ft. in length with a 58-ft. beam and 18-ft. draft, would not be permitted to navigate the Chesapeake and Delaware Canal until further notice. The canal, now being completed, runs between Chesapeake City, near the northerly end of Chesapeake Bay, through both Maryland and Delaware to Delaware City on the Delaware River, a few miles south of Wilmington. The route saves many miles for vessels bound for North Atlantic harbors.

Vessels between 235 and 425 ft. in length, however, and of not more than the maximum beams and depths, may navigate the waterway by making prior arrangements with the dispatcher at Chesapeake City, the engineers announced. Vessels less than 235 ft. and of not more than 50 ft. in beam and 16-ft. depth may use the canal without previous arrangements.

Barge Line on Flint River

A FREIGHT barge line between Bainbridge, Ga., and New Orleans will be established within the next 60 days, the Bainbridge and Decatur County Chamber of Commerce has announced. The line will be operated by an oil firm owned by C. J. King of DeFuniak Springs, Fla., and Dothan, Ala.

A terminal is being erected at Bainbridge for general freight and gasoline storage. A number of shallow draft steel barges will be operated over the route. Deep water tugs will be used for the haul out of New Orleans and a river towboat capable of towing six to ten barges will take them upriver to Bainbridge.

Both Bainbridge and Albany (Ga.) civic leaders have been urging development of the Flint River as a navigable stream. Federal funds have been sought for dams and locks that would cost about \$8,000,000 to provide a minimum of 9 ft. of water at all times.

Seek New Port on Gulf

PLANS of Houma, La., for creation of a deep-water port through the construction of a ship channel extending to the Gulf have been advanced by action of the rivers and harbors committee of Congress, directing United States Army Engineers to make a survey. The engineers were also instructed to make a survey of a proposed ship channel at the Atchafalaya River, serving Morgan City, La. Because of the tremendous oil development in the area, it is felt that the creation of a deep sea channel would result in location of an oil refinery at Houma. A rich sugar, general agricultural and seafood canning section would be served.

Moroccan Anthracite on Way to Montreal

THE first coal ever to move into Montreal from Morocco is on its way now in the holds of the British tramp *Seven Seas Sun*. This will be the first of a series of shipments from Nemours, Morocco. During May a

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1500 Feet Private
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JAMAICA, L. I.
KEW GARDENS L. I.
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BUSH TERMINAL**Gen. Offices 100 Broad St., New York City****Warehousing—Distribution—Manufacturing Facilities
Cold Storage—Fumigation****SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK**

Norwegian tramp, the Don, brought in a small shipment to Quebec.

According to C. A. MacLeay, Montreal spokesman for T. T. Pascoe Limited, of Swansea, about a dozen such shipments will be made. The Morocco hard coal, according to all tests made, is excellent, he stated.

The coal situation again is proving interesting. French Indo-China is again back in the market this year, and Russia is all but out. Now comes Morocco. Thus, in the past couple of years imports of anthracite have been made to Canada from Europe, Asia and Africa.

Pennsylvania anthracite operators, who used to have all this Canadian market, must view this long-range import business with mixed feelings.

Night Customs Service on Lakes

THE customs office at Toledo will not maintain the night office this year that was opened last season, nor will lists of customs officers available for night duty be posted at docks. This year vessels desiring night customs service must make application at the customs office before it closes at 5 P.M. Vessel owners will be required to pay for overtime services, whereas last season the Government provided overtime service after midnight free. Similar change of policy is being put in effect at Cleveland and other lake ports, it is indicated.

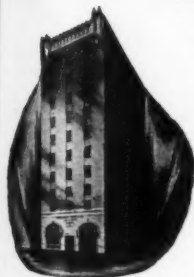
Alabama to Build Paper Mill

A \$5,000,000 paper mill will be built on Alabama State docks property at Mobile by the Hollingsworth-Whitney Company, of Boston, Governor Bibb Graves announced recently upon execution of a 99-yr. lease for the plant site. The Governor said his informant (Concluded on page 79)

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Sixty-six years of dependable service is your guarantee in selecting us as your New York representative.

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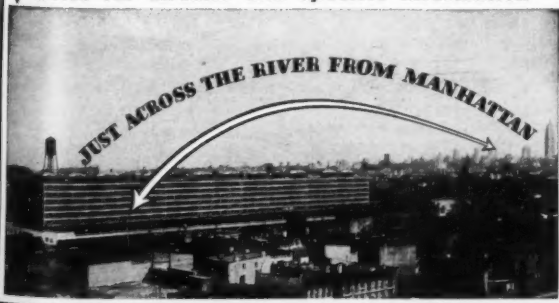
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IN THE VERY CENTER OF NEW YORK CITY

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nections N.Y.C., Erie, L.V.R.R. No cartage costs on reshipments.
Same day delivery within 50-mile zone.**Terminal Warehouse Company**

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Fireproof*Distribution
Specialist*667 WASHINGTON
STREET
NEW YORK**Daily
Truck
Deliveries to**MANHATTAN
BRONX
WESTCHESTER
BROOKLYN
QUEENS
LONG ISLAND
STATEN ISLAND
NEW JERSEYNOT only a large and well located warehouse,
but also a modern cartage and express
organization making daily pick-ups and de-
liveries in the city and outside to a 25-mile
radius. Established trucking connections to
points beyond. Single packages.Place both your storage and distribution re-
sponsibilities on ONE management. You make
the sale—let us do the rest. Experience—
Equipment—Reliability—Financial Respon-
sibility.

POOL CAR DISTRIBUTORS

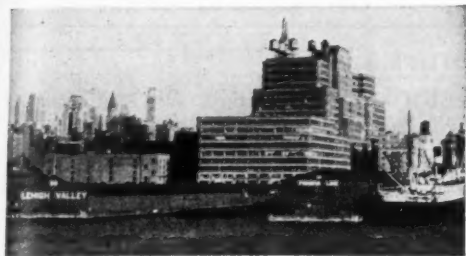
Pick-ups and deliveries at all rail and ship terminals. Our office now handles paper work
over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.
—Inventories—Reports—Etc.**SHEPARD WAREHOUSES, Inc.**

NEW YORK

AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

**No Levy on Interstate Commerce
by Sales Tax at Philadelphia**Assistant City Solicitor Abraham Wernick, Phila-
delphia, declared on May 8 that application of the city
sales tax of 2 per cent to shipments f. o. b., Philadel-
phia, does not constitute a levy on interstate commerce,
as had been charged by Attorney Ira Jewell Williams,
counsel for numerous local industries.Wernick held: "When a shipment f. o. b., Philadel-
phia, is made, we contend that the sale has been com-
pleted in Philadelphia. We do not say we are right on
this ruling. The courts may differ."Williams said he believed that the city council did
not intend to tax purchases made in the city by out-
siders."If my clients request a ruling," he said, "I should
advise a test case, for I feel the city is without power
to tax interstate commerce, no matter what form it
takes."Frank J. Willard, Receiver of Taxes, has announced
sales tax collections were about \$30,000 short of the
estimated \$700,000 receipts for the month.**McFarland Re-Elected**Urban E. McFarland, traffic manager of the Owens-
Illinois Glass Co., Toledo, Ohio, has been reelected
president of the Toledo Transportation Club for an-
other year. Other officers are: D. W. Sanzenbacher, of
the Nickel Plate Railroad, first vice-president; W. J.
Chisholm, of the Woolson Spice Co., second vice-presi-
dent; and C. L. Lorenz, of the Wabash Railroad, secre-
tary-treasurer.

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West 26th—West 27th Sts.—11th to 13th Avenues
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Philadelphia Loses Freight Rate Plea

An I.C.C. examiner on May 18 recommended dismissal of Philadelphia's complaint alleging that freight rates and terminal charges on traffic moving to and from all points east of the Rocky Mountains are unduly prejudicial to the city.

The city brought action asking the commission to order the Pennsylvania Railroad, Baltimore and Ohio Railroad and Reading Railroad to maintain rates between Philadelphia and western points which are not higher than those between ports and western and northwest territory.

"The differential port rate adjustment at the ports of Boston, New York, Philadelphia and Baltimore is the outgrowth of a long period of competitive strife," the examiner stated. "The relations between these port rates have stood unchanged for many years and should not be overthrown except upon definite proof that they are unlawful."

"The commission has repeatedly refused to disturb them and no evidence has here been presented which would warrant a different course. The allegations with respect to terminal charges and practices are unsupported by any evidence in this record."

Walsh Back at Work

Hugh G. Walsh, secretary of the Haugh & Keenan Storage & Transfer Co., Pittsburgh, Pa., is back at work after being laid up a considerable time as a result of a serious illness.

NEW YORK, N. Y.

Weissberger Moving & Storage Co., Inc.

General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are skilled in every phase of handling, packing and shipping Household Goods.

Pool Cars of Furniture and Merchandise Distributed

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General Merchandise Storage . Distribution

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Pool Cars Distributed and Reshipped

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Pool Car Distribution Motor Service

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MERCHANDISE STORAGE • DISTRIBUTION AND
FORWARDING • STORE DOOR DELIVERY

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Schenectady Storage and Trucking McCormack Highway Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

FLAGG STORAGE WAREHOUSE COMPANY

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

Free Switching

Private Siding

SYRACUSE, N. Y.

Sell Profitably in New York State

We offer you complete, low-cost modern warehousing in the distributing center of New York State. Motor-freight, daily store-door delivery over large area.

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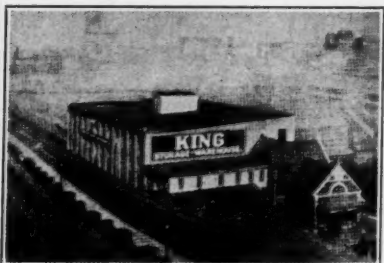
Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.



For the convenience of shippers, this section is arranged geographically

SYRACUSE, N. Y.

KING STORAGE
DISTRIBUTION SINCE 1897

MERCHANDISE

HOUSEHOLD
GOODSMOTOR FRT.
STORE DOOR
DELIVERYMEMBERS
A.W.A. N.F.W.A.
AGT. A.V.L.Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

TROY, N. Y.

SPERRY WAREHOUSES, INC.

1 JACKSON STREET, TROY, N. Y.

Now offers shippers within a 75 mile zone—in Albany—unusual warehouse and motor freight terminal facilities. 10 car N.Y.C. RR siding. Low insurance rate.

Hudson Motor Freight Service, Inc., operating daily service between Troy, Albany and New York City with terminals in New York City, Poughkeepsie and Troy, N. Y.

UTICA, N. Y.

BROAD STREET WAREHOUSE, INC.Complete Warehousing
ServiceGeneral Merchandise — Cold Storage
Heated StoragePrivate Siding and Motor Freight Terminal
Daily Trucking Service to all
Points in New York State

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 38 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Largest Fireproof Warehouse in Utica, N. Y.Household Goods and General Merchandise
Pool Car Shipments Long Distance Van Service
Complete Branch Office Facilities**MURRAY WAREHOUSE CO., Inc.**General Offices: 106 WHITESBORO ST.
Member of May.W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276 Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping
Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.**Fireproof Storage Warehouse**
Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Bonded Fireproof Warehouse

UNION STORAGE & WAREHOUSE CO., Inc.

20 Private Offices—1000-1008 West Morehead St.—Insurance Rate 25c

MERCHANDISE STORAGE — POOL CAR DISTRIBUTION

Member

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. NEW YORK 4-0066 1525 NEWBERRY AVE. CHICAGO 55-11

Member

A.W.A.

May/W

Woodpulp Reconsideration

The Interstate Commerce Commission has issued a new opinion following reconsideration of the complaint of the Columbian Paper Co. against various official territory carriers dealing with rates on woodpulp from Bristol, Va.-Tenn., to points in official territory and in Wisconsin. Last January the I.C.C. entered a finding that rates on woodpulp from the origin point in question would be unreasonable for the future if they exceeded 22.5 per cent of the corresponding first-class rates prescribed in eastern class rate investigation. Under the terms of the order issued at that time, the carriers on April 21 established the required rates on this traffic.

Petition for reconsideration was filed seeking a reversal of the finding that the assailed rates were not unreasonable in the past. The commission on its latest finding refused to uphold the petition for reversal.

U. P. R.R. New Warehouse Under Construction, Portland, Ore.

Union Pacific Railroad announces the erection of a warehouse to cover the entire block at N. W. Twelfth Avenue & Northup St., Portland, Ore., at a cost of \$160,000.

The structure is to be occupied under a long-term lease by Rudie Wilhelm Warehouse Co., Inc.

The structure will be two stories in height and of reinforced concrete. In addition, a spur track will lead into the structure and loading platforms.

The building will more than double the storage facilities of Rudie Wilhelm Warehouse Co., Inc.

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTING COMPANY
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION

Private Siding **Motor Freight Line**
 Members **A. W. A.** **A. CHN. WHSES.**

RALEIGH, N. C.

RALEIGH
BONDED WAREHOUSE, Inc.

Efficient Distribution and Warehousing
175,000 Square Feet Space
Sprinklered
 Members **A.W.A., M.W.A.**

WILMINGTON, N. C.

FIREPROOF WAREHOUSE

FARRAR TRANSFER & STORAGE WAREHOUSE

1121 South Front Street

Household Goods — Merchandise
 Long Distance Moving — Pool Car Distribution
 Private Siding, A. C. L. Railroad Co.
 Members, N. F. W. A. — A. T. A.

FARGO, N. D.

UNION STORAGE & TRANSFER COMPANY

HOUSEHOLD GOODS — FARGO, N. D. — GENERAL STORAGE — COLD STORAGE
 Established 1906
 Three warehouse units, total area 161,500 sq. ft.; of this 24,500 sq. ft. devoted to cold storage. Two buildings sprinkler equipped.
 Low insurance costs.
 Spot stocks, pool car distribution.
 Complete warehouse services, accurate and prompt service to our principals.
Offices 806-10 NORTHERN PACIFIC AVENUE
AWA—NFWA—MNWA—ACW

GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

KEDNEY WAREHOUSE CO.

GENERAL STORAGE—MOVING
HOUSEHOLD GOODS

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

AKRON, OHIO

American Storage & Transfer Co.

100 BEECH ST.

Merchandise Storage—Pool Car Distribution
Private Siding B.&O. Ry.—L.C.L. B.&O.—Penn. Ry.—
Erie Ry.
 Member—Ohio Whsemen's Assoc.

AKRON, OHIO

Cotter-City View Storage Co.

Main Office: 70 CHERRY ST., AKRON, OHIO

150,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

HOUSEHOLD GOODS AND MERCHANDISE

MEMBER **Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.**

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.
 Private Siding B. & O. R. R. Free switching all roads. Low insurance rate.
 Members of May. W. A.—O. A. C. H.—O. W. A.

AKRON, OHIO

Agent for Allied Van Lines, Inc.

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise
 Fireproof Warehouse—Local and long distance moving.

CANTON, OHIO

MEMBER: A.C.W. — May.W.A.
 A.W.A.—O.F.A.A.—O.W.A.

CANTON STORAGE, Inc.

FOURTH AND CHERRY N.E.

MEMBER



merchandise, household goods cold storage

U. S. Customs and Internal Revenue Bonded Warehouse No. 7

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

New York City Representatives:
 MR. J. W. TERREPORTE
 258 Park Avenue
 Telephone: Plaza 9-1235

Chicago Representatives:
 MR. W. H. EDDY
 83 W. Jackson Blvd.
 Telephone: Harrison 1497

CANTON, OHIO

55,000 SQUARE FEET OF SPRINKLERED
WAREHOUSE SPACE TO SERVE YOU

SCHNEIDER STORAGE CO.

CANTON, OHIO

Merchandise and Household Goods
 Stored and Distributed

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD



Modern — Efficient — Responsible

EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE

CINCINNATI TERMINAL WAREHOUSES, INC.

U. S. General Bonded Warehouse Number 1

Parkway 8070

Cincinnati, O.

CINCINNATI, OHIO

THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at 619 Baymiller St.
Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.
Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.
Address: Second and Smith Sts. **FRED W. BERRY,**
Manager and Treasurer.
CONSIGN VIA BALTIMORE AND OHIO RAILROAD

CINCINNATI, OHIO

**CARLOAD. DISTRIBUTING. WAREHOUSING
LOCAL & SUBURBAN TRUCKING**

Diversified motor truck equipment
contracted for to meet your requirements.

Merchandise haulers—Pool car distributors
Car Loading—Transferring

The CINCINNATI TRANSFER Co.
Office and Warehouse, 739 W. 6th St.

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

1035-55 Flint St.
(Flint, Cortland and Hoefer Sts.)
Merchandise Storage Pool Cars
Penn. R. R. Siding Inter-City Truck Depot



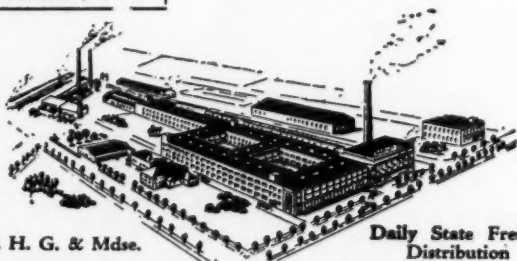
CINCINNATI, OHIO

**The "A" Naish Moving and Storage Co.**
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sta. of B.O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACE—CinVOW

CLEVELAND, OHIO



H. H. G. & Mds.

Daily State Freight
Distribution

BRAMLEY STORAGE CO.

A Storage House of Distinction
Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO

BRITTEN TERMINAL Inc.

UNITED STATES CUSTOM BONDED
Merchandise Storage & Distribution. Lowest Insurance Rates. Covered Rail & Truck Docks Operate Own Truck Equipment. Pool Car Distribution.

2775 PITTSBURGH AV.
Telephone FRospect 2970



CLEVELAND, OHIO

The Curtis Brothers Transfer Co.

French & Winter Sts. Cleveland, Ohio
Specializing in Merchandise Storage
Private Siding on N.Y.C. RR. Distribution of pool cars
Motor Freight Service to Buffalo, N. Y., and
Indianapolis, Ind.

CLEVELAND, OHIO

**Distribution Terminal
Warehouse Company**

Central Viaduct and West 14th St.
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New Trunk Line
Ultra-Modern Plant Terminal
Complete Service

Continent-wide Connections

CLEVELAND, OHIO

**"The Three R's" In Modern Warehousing
RESPONSIBILITY
REPUTATION**

**RELIABILITY — are found at
THE GREELEY-GENERAL WAREHOUSE CO.**
Located in the New York Central Freight Terminal at Broadway and E. 15th St.

CLEVELAND, OHIO

**LEDERER
TERMINALS**

... HAVE SOMETHING IN STORE for you ...
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

CLEVELAND, OHIO

TEL. CHERRY 4170

NATIONAL TERMINALS CORPORATION
1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on Cleveland's Water Front
Most Economical Warehouse and Distribution Services
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH
Cleveland's Largest Cold and General Merchandise Warehouse

WATERWAYS AND TERMINALS

(Concluded from page 72)

on was that the mill would employ approximately 1,000 persons.

Oppose Trinity River Plan

PROPOSALS of the plan for making the Trinity River navigable from the Gulf to Dallas, and Fort Worth, Texas, received a setback in the report of the United States Army Engineers, which opposed improving the stream and also of declaring it non-navigable. The engineers, in a report to the House rivers and harbors committee found that navigation exists and that the waterway is at present adequate for existing and expected navigation. A strong organization in Dallas and other east Texas points is advocating canalization of the waterway in order to provide barge service similar to that on the Mississippi River.

Water Carrier Agreements

THE following described action has been taken by the Maritime Commission on agreements filed pursuant to the provisions of section 15 of the shipping act, 1916, as amended:

"6235 between Detroit and Cleveland Navigation Co. and Cadillac Cartage Co. provides for the use of space in the warehouses of the Detroit and Cleveland Navigation Co. at Cleveland, Buffalo and Detroit to accommodate merchandise tendered to or received from the latter company by Cadillac Cartage Co.

"6245 between Detroit and Cleveland Navigation Co. and National Carloading Corp. provides for the use of space in the warehouses of the Detroit and Cleveland Navigation Co. at Cleveland, Buffalo and Detroit to accommodate merchandise tendered to or received from the latter company by National Carloading Corp.

"6264-1 between Great Lakes Transit Corp. and Minnesota Atlantic Transit Co. modifies agreement 6264 to provide for the cooperation of the parties in the transportation of automobiles and general package freight between Buffalo and Detroit and Duluth. Agreement 6264 provides for the operation of an extra vessel for joint account in the transportation of automobiles and general package freight between Detroit and Buffalo."

Cook, Fireproof Warehouse on Columbus (Ohio) Transportation Club Board

G. W. Cook, traffic manager, Fireproof Warehouse and Storage Co., Columbus, Ohio, has been elected to the board of governors of the Columbus Transportation Club.

Class I Railroads Statistics on Equipment

Class I railroads on May 1, this year, had 4,867 new freight cars on order, according to reports just received by the Association of American Railroads and made public May 23, 1938. On the same date in 1937 there were 47,290 on order, and on May 1, 1936, 18,467. On April 1, this year, 5,825 new freight cars were on order.

New steam locomotives on order on May 1 totaled sixty-one compared with 345 on May 1, last year, and fifty-two on the same date 2 yrs. ago. The railroads had eighty-four new steam locomotives on order April 1, this year. New electric and Diesel locomotives on order on May 1 totaled ten compared with thirty-four on May 1, 1937, and twenty-five on May 1, 1936. The railroads on April 1, this year, had nineteen new electric and Diesel locomotives on order.

Class I railroads in the first 4 mos. of this year installed in service 5,302 new freight cars compared with 20,946 in the same period in 1937 and 5,916 in the same period in 1936.

The railroads in the first 4 mos. of 1938 also put in service ninety-four new steam locomotives and 49 new

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.R.s. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.R.s. to Cleveland, Ohio.



LINCOLN STORAGE

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

CLEVELAND, OHIO

RAIL SHIPMENTS

TO OR FROM CLEVELAND

Our private rail facilities enable us to give prompt handling of pool cars or lift van loads to any destination.

May we serve you?

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

MEMBER



Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

CLEVELAND, OHIO

MERCHANDISE STORAGE

POOL-CAR DISTRIBUTION

HEATED LIQUOR STORAGE

CUSTOMS BONDED
WAREHOUSE

LEASE SPACE



A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS, N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE CO.

1300-38 W. NINTH ST. CLEVELAND, OHIO
U. S. GENERAL BONDED WAREHOUSE No. 4

CLEVELAND, OHIO

Facilities, Service and Security

Merchandise Storage and Distribution . . .
Fireproof Buildings . . . A.D.T. Service . . .
Low insurance rates . . . Convenient locations
. . . United States Custom Bonded . . . Fumi-
gation if desired . . . Pool car distribution.

RAILWAY WAREHOUSES, INC.

3450 CROTON, S.E. CLEVELAND, OHIO

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. NEW YORK 18-0000 1020 NEWBERRY AVE. CHICAGO 10

For the convenience of shippers, this section is arranged geographically

COLUMBUS, OHIO

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company

55-85 Terminal Way Columbus, Ohio
Established in 1882

COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
LET US SERVE YOU AT COLUMBUS

COLUMBUS: — Ideally located for your stocks in Central West.
THE MERCHANDISE WAREHOUSE CO.: — In the Center of Columbus on route No. 40 on your way West or East. We invite inspection; no obligations.
SERVICE: — For the most exacting. No account too complicated. Let us serve you at Columbus.
PRIVATE SIDING ON N. Y. CENT. RY.—14-car capacity. U. S. Customs Bonded



A D T System

The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

COLUMBUS, OHIO

MERCHANDISE STORAGE and DISTRIBUTION

FIRE PROOF



THE NEILSTON STORAGE CO.

LOW INSURANCE

DAYTON, OHIO

THOS. F. LARKIN

WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

LIMA, OHIO

MEMBER

**The Stelzer Truck & Storage Co.**

407-11 Findlay Rd.

Merchandise and Household Goods Storage

Moving, Packing, Shipping

Distribution of Pool cars, NYC siding

Member: M.W.A. O. A. C. H.

MARION, OHIO

MERCHANTS TRANSFER & STORAGE CO.

180 East Mill St., Marion, Ohio

Est. 1895

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

SPRINGFIELD, OHIO

MEMBER

**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

electric and Diesel locomotives compared with eighty-six steam and seven electric and Diesel locomotives installed in the same period last year, and three steam and three electric and Diesel locomotives in the same period in 1936.

New freight cars and locomotives leased or otherwise acquired are not included in the above figures.

Household Goods Bureau Issues Manual of Instructions

A manual of elementary instructions has been issued by the Household Goods Carriers' Bureau to all operators enrolled in the bureau. The objective of the manual is to give the carriers a better understanding of the nature of I.C.C. hearings, and develop interest to the point that personal appearances will be made by each operator and, in this manner, learn the value of placing their cases in the hands of competent counsel.

Preparation of such a manual was prompted by the fact that in many hearings before the Interstate Commerce Commission involving rights under the Motor Carrier Act there is not sufficient presentation of evidence upon which to base a well-defined decision. Consequently, when certificates have been issued, there immediately occurs a reaction among the carriers who fail to recognize their own short-comings in failing to respond to the call for the hearing. "It is this evil," says J. F. Rowan, executive secretary of the Bureau, "that we are trying to correct."

Bressman's Storage, Newark, N. J. Adds to Storage Space

Bressman's Moving & Storage Co. has leased the entire second floor at 280-288 Badger Ave., Newark, N. J., comprising an area in excess of 9000 sq. ft. Main plant of the firm is at 49 Frelinghuysen Ave., Newark. This property is occupied by the Bressman Furniture Co., retailers, as well as operators of the storage company.

TOLEDO, OHIO

456,000 cu. ft.

**WILLIS DAY STORAGE CO.**

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars

Member of May WA—OFWA—TOL—CA
608-10-12 Monroe St. • Adams 7144

TOLEDO, OHIO

GREAT LAKES TERMINAL WAREHOUSE CO.

321-359 Morris Street—Toledo, Ohio

GENERAL MERCHANDISE

AND

COLD STORAGE

Complete Warehouse Facilities

Toledo's largest modern warehouse—serving
Ohio, Indiana and Michigan.

Private sidings New York Central and B&O RR's.

TOLEDO, OHIO

NATIONAL TERMINALS CORPORATION

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail
and Truck Are Available Through Toledo's Best Located Most Accommo-
dating Warehouses and Docks.

Two Private Docks Capable of Serving Any Size Boat on the Lakes.
Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

The RATHBUN CARTAGE CO.

2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise
and household warehousing needs in Toledo. . . . Moving, packing,
shipping, storing. . . . Riggers and machinery movers. . . . POOL
CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribu-
tion . . . Fireproof . . . Private siding Nickel
Plate Road . . . Free switching . . . Nego-
tiable receipts . . . Transit storage arrange-
ments . . . Motor truck service . . . Located in
jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association

▼▼▼ Ohio Warehousemen's Association

Toledo Chamber of Commerce

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHIN. 8-0068 1525 NEWBERRY AVE. MOH.3531

YOUNGSTOWN, OHIO

1887

1938

WHEN MOVING EMPLOYEES TO OR FROM
YOUNGSTOWN, OHIO
CONSULT

THE WM. HERBERT & SON CO.

646 MARKET ST.

"Over 50 Years of Dependable Service"

OKLAHOMA CITY, OKLA.

**Commercial Warehouse Co.**

Exclusive Merchandise Storage

Pool Car Distributors

Free Switching 14c. Insurance rate



OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.

General Warehousing and Distribution



**MOTOR
TRUCKS
& TEAMING**

**HOUSEHOLD
GOODS**

MERCHANDISE

MEMBERS
NFWA, AWA,
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

Merchandise Warehousing
Pool Car Distribution

Free Switching
Private Truckage
P. O. Box 1222

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHIN. 8-0068 1525 NEWBERRY AVE. MOH.3531

50,000 Sq. Ft.
Fireproof
Floor Space

OKLAHOMA CITY, OKLA.

**THE PUBLIC WAREHOUSE COMPANY, INC.**

1-9 Northwest First Street, Oklahoma City, Oklahoma

**MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTION**

Brick and Concrete Construction Building, Strictly Fireproof—
Automatic Sprinkler System. Insurance Rate 11.4c. Santa Fe
Siding Conveniently located in Downtown Industrial and Retail
districts.

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Mer-
chandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
303-313 East Grand Avenue

We Solicit Your Accounts for
Transfer and Storage
Members of American
and National Warehousemen's
Associations

OKLAHOMA CITY, OKLA.

**OKLAHOMA CITY'S FINEST WAREHOUSES****RELIABLE VAN & WAREHOUSE CO.**

HOUSEHOLD GOODS STORAGE
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION

TULSA, OKLA.

**FEDERAL
STORAGE & VAN CO., Inc.**

The Coggeshall Co.

MDSE. STORAGE & DIST.

Punctual Service & Remittances
Centrally Located—Low Fire Rates



For the convenience of shippers, this section is arranged geographically

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

TULSA, OKLA.

Tulsa Terminal Storage & Transfer Co.
8 No. Cheyenne Tulsa, Okla.

Handling General line of Merchandise Storage. Our fireproof warehouse, fully sprinklered. Equipped with burglar alarm. Bonded to the state.

Member of Associated Whses., Inc.—A.W.A.



PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET



PORTLAND, ORE.

HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION
A SPECIALTY

Member A. W. A.—Amer. Chain.

Established 1864

PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE, STORAGE & WAREHOUSING

Northwestern Transfer Co.

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

1504 N.W. Johnson St., Portland, Oregon

Etab. 1888

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1868

1238 Northwest Glisan Street Portland, Oregon
U. S. BONDED and PUBLIC WAREHOUSESMerchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

BETHLEHEM, PA.

500,000 CU. FT. COLD STORAGE
200,000 SQ. FT. DRY & HOUSEHOLD STORAGE

carried ALLENTOWN BETHLEHEM AND EASTON Private Siding LEHIGH & NEW ENGLAND R. R.

Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

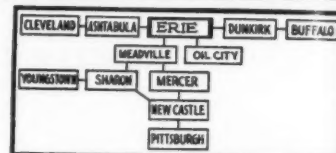
ERIE, PA.

THE ERIE STORAGE & CARTING COMPANY

1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

MEMBER: ALLIED VAN LINES — N.F.W.A. P.F.W.A.—Rotary and Kiwanis

**THE IRWIN TRANSPORTATION COMPANY**

1502 Sassafras St., Erie, Pa.

Overnight service on merchandise to all of the above cities.

HARRISBURG, PA.

Pool Cars

Efficiently Handled Merchandise and Household Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.

P. R. R. Siding. Agent for Acme Mayflower Transit Co. American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses



HARRISBURG, PA.

KEYSTONE WAREHOUSE

GENERAL MERCHANDISE STORAGE

POOL CARS DISTRIBUTED

BRICK BUILDING—LOW INSURANCE

STORE DOOR DELIVERY ARRANGED FOR PENNA. R. R. SIDING

OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

KARN'S STORAGE, INC.

MERCHANDISE WAREHOUSE L.V.R.R. SIDING

Storage in Transit

Pool Car Distribution

Packing — Shipping — Hauling

Fireproof Furniture Storage

Est. 1915

Members: Mayflower W.A.—P.F.W.A.—P.W.A.

IN THE COLD STORAGE FIELD

(Continued from page 20)

of strawberries. This year's tonnage is estimated at 50,000 crates. Much new acreage has been planted, and tonnage next year is expected to reach 75,000 crates. Because of lack of facilities for conserving their surplus at a time when fresh markets were glutted, Kennewick growers were reported to have received \$1 a crate less for their fruit last year than the state average.

Federal Cold Storage Plans Large Project of Zero Lockers

Federal Cold Storage Co., subsidiary of the City Ice & Fuel Co., Cleveland, Ohio, is planning a nationwide project of Zero locker installations, commencing in Ohio, where four such systems are now being built. Each unit will be constructed at an approximate cost of \$10,000, and each will accommodate 500 lockers which will be available for public use at a small rental cost. The new plants will also operate farm services, providing cutting and aging rooms, wrapping the meats and vegetables before placing them in the cold storage vaults. The Federal company plans to open, at least, one Zero system in each of the 500 cities in 33 states in which the City Ice & Fuel Co. operates.

Cooperative Cold Storage at Roanoke, Va.

Fruit growers of Roanoke and Botetourt counties, are considering plans for the erection of a cooperative cold storage plant in Roanoke, Va. M. G. Lewis, county agent, placed data before a meeting held late in April. At present, several plants are used by the fruit growers for storage purposes.

I.C.C. Hearings on Peach Cold Storage Charges

A hearing was held recently at Macon, Ga., by the I.C.C. in regard to alleged excessive refrigeration charges on peach shipments to Central Freight Assn. territory, including Buffalo and Pittsburgh.

The issue over freight and refrigeration charges was begun by the peach shippers of Georgia 13 yrs. ago. The shippers are now seeking reparations for these charges during the years 1935 and 1936.

In the course of the battle over refrigeration charges the previous rate of \$77.50 to New York was reduced to \$65. But the refrigeration charges to Chicago remained at \$80 a car until June, 1937, when it was reduced to \$66.50. It is the difference between \$66.50 and \$80 that the shippers are seeking to recover for fresh peach shipments during the 2 yrs. named.

Montreal Refrigerating Business on Par With 1937

Volume of business of Montreal Refrigerating and Storage, Ltd., Montreal, Que., in the first quarter of the current year has been about the same as in the corresponding period of 1937, W. G. Lasher, president, told shareholders at the annual meeting.

The voting trust agreement covering the common

LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,

Forwarding

Manufacturers' Distributors, Carload Distribution, Local

and Long Distance Moving

Members May. W.A.—P.F.W.A.

OIL CITY, PA.

CARNAHAN

Transfer and Storage

Fireproof warehouse. Distribution of merchandise and household goods
pool cars. Private rooms for furniture and pianos.
Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute
pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.

Company owns fleet of motor trucks for
city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President



MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member N.W.A., P.M.T.A., C.F.M.A. of Pa.

PHILADELPHIA, PA.

RED LION FIREPROOF WHSES.

3120-22-24 MARKET STREET

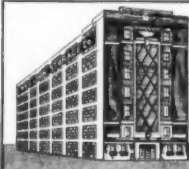
Opposite P.R.R.—W. Phila. Station

General Mds. & Household Goods,

Office & Warehouse Space Current

Low Rates. Call, Write or Phone

Your Inquiries. GEO. A. MATTSON, MGR.



For the convenience of shippers, this section is arranged geographically

Key Center of the Big Eastern Market



MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

13 large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

Special accommodations for household goods shipments.

WRITE FOR PARTICULARS

TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

37 Acres of Storage Space

22 Modern Warehouses

Centrally Located

Storing Shipping Banking

One of the largest groups of modernly equipped, conveniently located warehouses in the East. Exceptional accommodations are provided for storing and shipping merchandise of every kind (bonded and free). Close proximity to steamship piers and direct connections with all railroads entering Philadelphia, plus our own fleet of 22 motor transports, insure prompt shipments and deliveries with safety and economy. Numerous other services are provided, including special banking facilities for the handling of drafts on bills of lading and loans on warehouse receipts. Write for particulars.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices & Banking House, Cor. 4th & Chestnut Sts.
Philadelphia

JOHN A. McCARTHY, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terreforte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone, Harrison 1496

shares of the company expired on December 31, 1937. Voting trust certificates now being exchanged for common share certificates. To date about 15,000 out of a total of 25,329 common shares have been exchanged.

Fred Webber, assistant general manager, has been elected to the board of directors to fill the vacancy caused by the death of Sir William Stavert.

Portable Z Pack Freezer

A new Z Pack portable quick-freezing unit with capacity of 1,000 lbs. an hour is now available on a rental basis to packers and canners for fruits, berries, vegetables and seafoods.

Phila. Hearing on N. Y. Pier Rates on Coffee

The Port of Philadelphia was represented by Samuel H. Williams, manager of transportation and the foreign trade bureau, Philadelphia Chamber of Commerce, at the scheduled hearing, May 16, before the examiner of the Federal Maritime Commission, in the investigation into the lawfulness and propriety of New York storage pier rates established by steamship lines on coffee.

Mr. Williams was to testify on behalf of the Philadelphia Chamber and other organizations, through the Joint Executive Transportation Committee of Philadelphia commercial organizations.

The investigation was brought about following joint protest filed on behalf of the ports of Philadelphia, Boston, Baltimore and Norfolk, alleging that the New York pier storage rates established by the steamship lines to apply on Brazilian and Columbian coffee were so nominal that, if permitted to be applied, would defeat the Commission's order in which it prescribed a maximum free time of 10 days.

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

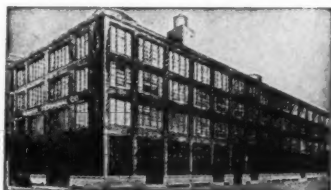
Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBGING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION
D L & W and D & H Sidings
Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION
HOUSEHOLD GOODS—DRAYAGE
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping
80-90 Dudley St.

Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

COLUMBIA, S. C.

Carolina
Bonded
Storage Co.



BONDED

COMPLETE STORAGE FACILITIES
for MERCHANDISE &
HOUSEHOLD GOODS.

Pool Cars Handled. Household Goods
Transferred. Long Distance Trucking.

Member of A.W.Ins.—MayWA 700 Block College



GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

ATTENTION
SHIPPERS

CHOOSE YOUR
WAREHOUSES FROM THESE
COLUMNS — THEN TELL THEM SO
THEY WILL APPRECIATE IT

For the convenience of shippers, this section is arranged geographically

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee
135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler
Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittances
made.
Pool Cars distributed. MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—E. V. Bruce, Act. Treas.



Rowe Transfer & Storage Co.
416-426 N. Broadway

Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution.
Fireproof Warehouse. Low Insurance.
Agent, Aero Mayflower Transit Company
Member, Mayflower Warehousemen's Association

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S. S. DENT, Pres.



General Whse. & Dist. Co.
435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District
Sprinklered Low Insurance
Private R. R. siding Perfect service

MEMPHIS, TENN.

Secy. and Treas. W. H. DEARING

**JOHN H. POSTON
STORAGE WAREHOUSES**
671 to 679 South Main St.

Insurance Rate \$1.25 per \$1,000 per Annum Distribution a Specialty
Established 1894 INCORPORATED
Represented by ALLIED DISTRIBUTION INC. CHICAGO
NEW YORK 11 WEST 43RD ST. PHIL. 6-0066 1535 NEWBERRY AVE. MON. 5531

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"SERVICE"

ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee
Merchandise Storage and Pool Car Distribution
"SERVICE"

NASHVILLE, TENN.

124 First Avenue, N.
Phone 5-4153

BOND-CHADWELL Co.
MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
RIVER, RAIL AND TRUCK TERMINAL
Household Storage, Local and Long Distance Moving
Fireproof Warehouses—Up-to-Date Equipment
AGENTS ALLIED VAN LINES, Inc.

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

Nashville Warehousing Co.

GENERAL STORAGE

POOL CAR DISTRIBUTION

FREE SWITCHING—CITY TRUCKING

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest
Insurance Spot Stock and Pool
Car Distribution — Private
Siding—Free Switching
Motor Truck Service.

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH



Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Univer-

sorsal Carloading and Distributing Company.
Member Mayflower W. A.—Amarillo Warehouse-

men's Association—American Chain of Warehouses



BEAUMONT, TEXAS

GARDNER'S

BEAUMONT TRANSFER & STORAGE COMPANY

Est. 1895 1101 CROCKETT STREET
GENERAL MERCHANDISE—H.H. GOODS STORAGE
POOL CAR DISTRIBUTION
PRIVATE SIDING—FREE SWITCHING

BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St. Beaumont, Texas

Merchandise and Household Goods

Warehouse, Concrete Construction

30,000 Sq. Ft. Distribution of Pool Cars

Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.T.A.

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres.
May Crocker—Sec. & Treas.

**CROCKER
TRANSFER AND STORAGE CO., Inc.**

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage—Drayage—Crating

Members—A.W.A.

N.F.W.A.

S.W.T.A.

A.C.W.

Agent for Allied Van Lines, Inc.

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN
TRANSFER & STORAGE CO.**

BONDED FIREPROOF WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION

LOCAL DRAYAGE

K. K. MEISENBACH

JACK ORR

FROZEN FOOD STUDIES

(Concluded from page 21)

gets no waste portions when he pays for a pound of the product. Researchers have estimated that waste elimination ranges from 33-66 per cent in frozen vegetables and from 15-80 per cent in meats and sea foods. Packaged portions of frozen foods are ready to cook and since frozen vegetables cook more quickly than fresh ones, restaurants have found it practicable to prepare orders individually and eliminate leaving vegetables steaming. Research has also shown that vitamin retention and nutritional value are satisfactory and that although frozen foods do deteriorate quickly when thawed, bacteria are effectively checked while the food is frozen. Thus care and sanitary handling by the consumer after removal from refrigeration form the chain which is necessary to bring wholesome frozen foods to the home.

"The industry already has a considerable backlog of scientific research on which it can base its operations. Processes and varieties of fruits and vegetables have been studied by the Food Research Division of the Bureau of Chemistry and Soils of the Department of Agriculture, and particularly at the Frozen Pack Laboratory at Seattle. The Fruit Products Division of the University of California, and the Agricultural Experiment Stations in various States, including Washington, Georgia, Massachusetts, and New York, have made similar studies, while the University of Tennessee is making some studies in marketing. At the same time the research departments of commercial concerns, packers, canners, and container manufacturers are working on their particular phases of the business, and conventions and conferences of the frozen food interests are spreading information on the research and business practices of the industry. The Northwest Frozen Foods Assn., a group formed by the northwest fruit packers held a convention in Seattle in December, 1937, and a California group held a conference in April, 1938."

Survey of Business Trends

BASED on records covering more than 10 per cent of the dollar volume of American business, the preliminary report of the Survey of Business Trends in the current issue of Dun's Review states: "Manufacturing sales of \$45.8 billions in 1935 increased 20 per cent to \$55.1 billions in 1936, and 13 per cent to \$62.4 billions in 1937. Retailing advanced from the 1935 level of \$33.2 billions to \$38.3 in 1936 and \$41.4 billions in 1937. Despite the disastrous final quarter in 1937, the total sales for the year in all major divisions of business except construction were appreciably larger than in 1936, but the rate of increase was not as sharp as the gain in 1936 over 1935."

The Survey of Business Trends presents national estimates for sales, inventories and receivables for 1935, 1936 and 1937.

With respect to inventories, the total estimate for manufacturing, wholesaling and retailing at the end of 1935 is placed at \$16.6 billions. By the end of 1937, this total had increased to \$21.7 billions, with a somewhat greater advance in the second year than in the first. The Survey points out that the manufacturing industries, which account for about 60 per cent of the total, not only recorded the largest dollar increases but the greatest per cent increases of inventory in each year.

Estimates also presented for accounts receivable show an increase in all lines during 1936, but indicate reductions during 1937 for manufacturing and whole-

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Fireproof Storage Co.

For 60
Years



Dallas
Associated with Distribution Service, Inc.

DALLAS, TEXAS

E. D. Balcom

Gus K. Wenthur

(Established 1875)

DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.

Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space



Operators of Long Star Package Car Company
(Dallas Division). Daily service via rail from St. Louis
and C.F.A. territory to all Texas points.
Semi-weekly service via Morgan Steamship Line from New York and Seaboard
territory to all Texas points. H & N T Motor Freight Line, serving South,
Central, North Texas and Oklahoma.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses
Southwest Warehouse & Transfermen's Assn. Rotary Club

DALLAS, TEXAS

Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"
Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Carleons-Trinity Warehouse Co.
Ft. Worth, Texas. Corleons, Texas

Member of A.W.A.—S.W.A.

DALLAS, TEXAS

The Interstate Fireproof Storage & Transfer Co.

301 North Market St.

Merchandise Storage and
Distribution.



Household Goods Storage, Moving &
Packing—Long Distance Hauling
Associate Managers

W. I. Ford

R. E. Eagon



DALLAS, TEXAS

SPECIALIZING

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION



SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT.

KOON-McNATT STORAGE & TRANSFER CO.
911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

For the convenience of shippers, this section is arranged geographically

DALLAS, TEXAS

A Complete Merchandise Warehouse Service
COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS

MAAS-MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

DALLAS, TEXAS

Merchants Cold Storage of Dallas

Bonded

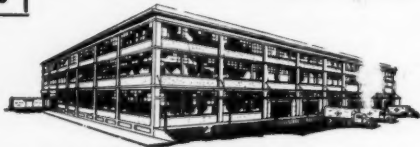
470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

DALLAS, TEXAS

Hawkins
and
Pacific
Streets



**The Southwest's Newest
MERCHANDISE STORAGE**
POOL CAR DISTRIBUTION, AIR-CONDITIONED
OFFICE AND DISPLAY SPACE
**Texas and Pacific
Terminal Warehouse Co.**

209 N. Hawkins

(See Companion Service Under Ft. Worth Listing)

EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"

International Warehouse Co., Inc.

1601 Magoffin Ave.

El Paso, Texas



Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos
& Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920

Members—NFWA—SWTA—Agent for Allied
Van Lines, Inc.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

For 60
Years



Associated with Distribution Service, Inc.

FORT WORTH, TEXAS

Fort Worth Warehouse & Storage Co.

201 So. Calhoun St.

Fort Worth, Texas

Merchandise and Household Goods, Storage, Cartage and
Pool Car Distribution

Member of M.W.A.

FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service

MERCHANDISE STORAGE—COLD STORAGE—POOL
CAR DISTRIBUTION—FRISCO R.R. SIDING
MODERN—FIREPROOF WAREHOUSE

JOHNSON STORAGE & DISTRIBUTING CO., INC.

AND

JOHNSON MOTOR LINE

801 W. VICKERY BLVD.

FT. WORTH, TEXAS

FORT WORTH, TEXAS

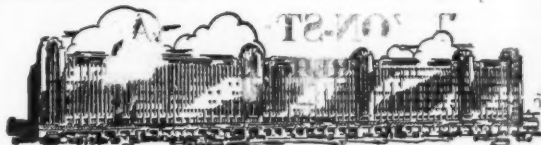
Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE

Texas and Pacific

Terminal Warehouse Co.

(See Companion Service Under Dallas Listing)

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

saling, contrasted with an increase of 8 per cent in retailers' accounts outstanding. These estimates are based on the returns from the distribution of over 2,000,000 questionnaires, probably the most extensive inquiry on business conditions ever undertaken except as a national census. The preliminary estimates are based on the first 17,000 concerns reporting, supplemented by additional available published reports of corporations. The volume of business done by the concerns whose records were used totaled over \$11 billions in 1935. The present report presents detailed estimates for more than 100 specific trades and industries.

**South Carolina Passes
40,000-lb. Truck Law**

Climaxing its longest session in history with a 20-hr. filibuster by a gaunt, frail 58-yr.-old-man, the house of representatives of South Carolina gave final passage to the hotly contested 40,000-lb., 96-in. width truck bill April 14, to write another chapter in the bitter railroads vs. truck battle.

The passage of the bill, inevitable for some weeks before the final vote, came only after the dramatic filibuster by Rep. Marion V. Horne, a railroad employee.

The house, doggedly determined to force the third and final reading on the measure which increased weights from 20,000 lbs. to 40,000 lbs. and widths from 90 in. to 96 in., remained in session from the time Horne started until he finally relinquished the floor, almost exhausted. The vote was 55 to 21 favoring the measure.

This apparently brought to an end a bitter battle which had been twice fought through the general assembly, the state courts, and even the United States Supreme Court.

The final truck bill, passed by the senate only after bitter opposition, came as a complete surprise. It was tacked on as an amendment to a house bill calling for governors limiting speed of automobiles to 50 m.p.h.

HARLINGEN, TEXAS

Specialists In

General Merchandise Storage —
Forwarding — Pool Car Distribution

Public bonded warehouses in Corpus Christi on Sou. Pac. and Harlingen on Mo. Pac. R.R.'s. Common carrier motor freight service for Houston, San Antonio, Austin, Hebbronville and Rio Grande Valley. Export handling. S.W.A. members.

ROBINSON WAREHOUSE & STORAGE COMPANY

General Offices: 1500 Tiger St., Corpus Christi

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution

— U. S. Customs Bonded —
— Office Space —New York Representatives:
DISTRIBUTION SERVICE, INC.
100 Broad StreetChicago Representatives:
DISTRIBUTION SERVICE, INC.
219 E. North Water St.

Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

BINY & TRICKLAND

WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.

Goliad & Morin Sts.

Houston

HOUSTON, TEXAS

CENTRAL FORWARDING INC.

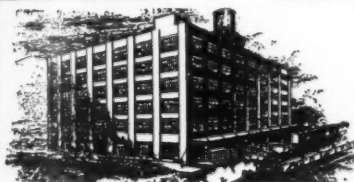
CONTI AND WALNUT STS.

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE AND POOL CAR SERVICE
OFFICE AND DISPLAY SPACEO. J. UMBERFIELD,
BRANCH MANAGER

HOUSTON, TEXAS

Better Warehousing in

HOUSTON



We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

HOUSTON CENTRAL WAREHOUSE CO.

Commerce & San Jacinto

Houston, Texas.

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Houston Terminal Warehouse & Cold Storage Company

General Storage Cold Storage U. S. Custom Bonded
Pool Car DistributionOffice Space Display Space Parking Space
Lowest Insurance RateNew York Representative
Phone FLass 3-1235Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Shipside and Uptown Warehouses
Merchandise Storage and DistributionOperators—Houston Division
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

HOUSTON, TEXAS

T. P. C. Storage & Transfer Company, Inc.

Commercial Storage

OFFICE SPACE PARKING SPACE

MANUFACTURERS AGENTS

POOL CAR DISTRIBUTION

HOUSTON, TEXAS



Wald Transfer & Storage Co., Inc.

BONDED FIREPROOF WAREHOUSES
MERCHANDISE AND HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTIONRECEIVERS' AND SHIPPERS' AGENTS
EXPERIENCE—SERVICE—RESPONSIBILITY
Member of May, W. A.—Houston T. & W. A. and
Houston and Galveston Chambers of Commerce

HOUSTON, TEXAS

WESTHEIMER

Transfer and Storage Co., Inc.

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses
Merchandise & Household Goods Storage—Pool Car Distribution—Lift Van Service
—20 car lengths of trackage.
Benj. S. Hurwitz President Agent for Allied Van Lines, Inc. Members N. F. W. A. State and Local Assn.

SAN ANTONIO, TEXAS

CENTRAL WAREHOUSE & STORAGE CO.

331 Burnett Street

MERCHANDISE EXCLUSIVELY

Pool Car Distribution—Complete Service
Distribution—Storage—Drayage
Inquiries Solicited

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.

FIREPROOF BONDED WAREHOUSE

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.

BONDED

FIREPROOF

POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE

Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

HOUSEHOLD MERCHANDISE
COLD STORAGE CARTAGE

DISTRIBUTION

INSURANCE RATE 10c

Members of 4 Leading Associations

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER & STORAGE CO.

FIREPROOF BONDED STORAGE

U. S. Customs Bonded Warehouse—

Cartman's Permit No. 1

For the convenience of shippers, this section is arranged geographically

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Our 18th Year

Tarry Warehouse & Storage Co.

J. P. TARRY, Owner

Wichita Falls Fireproof Warehouse
Motor Freight Service to All Territory

OGDEN, UTAH

Member of A.W.A.

Western Gateway Storage Co.

Warehousing in all its branches

POOL CAR DISTRIBUTION

MERCHANDISE AND COLD STORAGE

Ogden is the Gateway to the Inter-mountain West

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

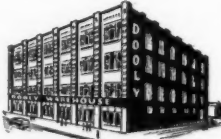
Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution.
Office Facilities.

Member A. W. A.

SALT LAKE CITY, UTAH

DOOLY TERMINAL WAREHOUSE
COMPLETE STORAGE AND
DISTRIBUTION SERVICE
"IT'S THE LOCATION"Represented by
ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHOEN. 8-0966 1523 NEWBERRY AVE. MON. 553

SALT LAKE CITY, UTAH

Merchandise Storage and DistributionOver 1,000,000 cubic feet reinforced Concrete Sprinklered Space
Insurance Rate 14 Cents**JENNINGS-CORNWALL WAREHOUSE CO.**

Salt Lake City, Utah

Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Storage — Distribution — Service

M. A. KEYSER FIREPROOF STORAGE CO.

328 West 2nd South

72,000
Square feet space. Reinforced concrete
and brick with office or desk space, also
U. S. Customs bonded space. In center
of jobbing district. Free switching.
Private siding.26 years
Unsurpassed service. Specialists in dis-
tribution. Our receipts accepted as col-
lateral by banks for mdse. in storage.
Free P. & D. service over rail and
truck lines.

Member AWA—NFWA—UWA—AWI

SALT LAKE CITY, UTAH

MOLLERUP MOVING AND STORAGE CO.

Operating

MOLLERUP VAN LINESWarehousing. Local and Long Distance Moving.
Shipments handled from all parts of the U. S.
Bonded and Insured.

J. A. MOLLERUP, Manager

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE**SECURITY STORAGE & COMMISSION CO.**

230 S. 4TH WEST STREET

Over 30 Years Experience

Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.

New York Chicago
230 Park Ave. 83 W. Jackson Blvd.MEMBER:
A.W.A.—U.W.A.

BLUEFIELD, VA.

WM. E. DALE, Owner

TWIN CITY WAREHOUSE CO.

Virginia Ave.

Bluefield, Va.

Specializing in

Merchandise and Household Goods

Private Siding on N&WRR. Free

Switching—Distribution of Pool Cars

LYNCHBURG, VA.

C. GILBERT, Owner and Mgr.

Gilbert Storage & Transfer Co.

60 7th STREET

Pool Car Distribution of Merchandise and
Household Goods.Sprinklered Building with Automatic
Fire Alarm.

Household Goods Transferred

NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE

NEW-BELL STORAGE CORPORATION

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution

WE SPECIALIZE IN MERCHANDISE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

Member N.W.A. & S.W.A.

NORFOLK, VA.

Established 1892

**SOUTHGATE
STORAGE COMPANY, Inc.**MEMBER:
A.C.W.
A.W.A.
S.W.A.
U.S. C. of C.For economical storage and distribution
you will want to know more about our
individualized services. Our fireproof
warehouses are in the Southgate Terminal,
on the waterfront and in the center of
Norfolk's wholesale district. Served by
all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER AND STORAGE CO., Inc.

1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—310,000 Cubic Feet Floor Space—Automatic
Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and
Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor
Van Service to All States East of Mississippi River—Freight Truck Line.

Member of S. W. A.—N. F. W. A.—A. V. L.—A. T. A.

Indiana Gross Income Tax Not Applicable to Interstate Commerce

The U. S. Supreme Court, in the case of Adams Manufacturing Co. v. Storen, held on Monday, May 16, 1938, that the Indiana gross income tax could not be applied to sales made in interstate commerce. The Indiana statute imposes a tax, determined by specified rates, on the gross income of every resident, and on the gross income of every non-resident derived from sources within the state. Gross income is defined as, among other things, gross receipts from trade, business or commerce.

The Court held: That the tax was not an excise for the privilege of domicile, nor a tax on the privilege of doing business or manufacturing goods within the state, nor a charter or franchise fee, nor a tax in lieu of an ad valorem tax on property. The tax was just what it purported to be, a tax on the gross receipts from commerce. Since the Adams Company's sales were for the most part made to customers in other states, a tax on these sales included, without apportionment, receipts derived from activities in interstate commerce. If this tax were lawful, a similar tax could be levied by states in which the goods were sold, thus subjecting the goods to a double tax burden. Interstate commerce would then be subject to the risk of a burden not imposed on intrastate commerce. Such a tax is a regulation of, and a burden upon, interstate commerce, and is repugnant to the commerce clause of the Constitution (Article I Sec. 8). Therefore, the tax cannot be constitutionally imposed on the Adams Company's sales in interstate commerce.

The Court also pointed out that if the company's interstate sales had been used as a measure of a tax for the privilege of doing business, or manufacturing goods within the state, or any of the other reasons set forth above; or if the tax had been apportioned between Indiana and a state in which the sale was made so that there was no risk of double taxation in commerce, there would have been no constitutional objection to it.

Justice Black dissented on the following grounds.

1. The tax is not a regulation of interstate commerce.
2. The decision imposes an unfair and discriminatory burden on intrastate commerce in Indiana.
3. The apportionment suggested by the majority decision would not be constitutional, since Congress alone could enact such legislation.
4. The substance and effect of the tax, not the nominal designation, should be considered.
5. There could be no double taxation of income, since income could be taxed only in the state in which it was received.

Since this decision eliminates sales made in interstate commerce from taxes levied on gross income, retailers whose sales are mostly intrastate in nature may be asked to shoulder an additional tax burden in order to provide the revenue lost to the state.

Knute Warner

Knute A. Warner, 49 yrs. old, died May 15. Mr. Warner was the head of the Warner Fireproof Warehouse Co., Chicago, and had been identified with that business for 30 yrs.

Besides his widow, Margaret, he is survived by two daughters and two sons.

Jersey City Warehouse Company Formed

The Federal Storage Warehouse, 591 Summit Ave., Jersey City, N. J., has been formed with a capital stock of 100 no par value shares. Incorporators include Albert F. Wentzel, 42 Orange St., Newark, N. J.; Rae F. Comunale and Frank Repucci, both of Jersey City.

RICHMOND, VA.

**STORAGE
HOUSEHOLD
GOODS
OBJECTS of ART
FURS - RUGS
VALUABLES**

THE W. FRED RICHARDSON
Security Storage Corporation
PACKING FOR SHIPMENT
Local and Long Distance Movements
ESTABLISHED 1907
Agent for Allied Van Lines, Inc.

RICHMOND, VA.

160,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION
ESTABLISHED 1908 1709 E. CARY ST.
U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR
Member A.W.A.
BUILDINGS SPRINKLERED

ROANOKE, VA.



H. L. LAWSON & SON
Finance and Storage
Pool Car Distributors
General Merchandise Storage
421-25 EAST CAMPBELL AVE.
ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars



Automatic Sprinkles

Private Railroad Siding

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.
Member of American Chain of Warehouses

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet
INSURANCE .133 Cents per \$100.00
GENERAL STORAGE AND DISTRIBUTING SERVICE
OPERATING 65 AUTOS Since 1889
Members of AWA—NFWA—ACW—FSWA

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



**Northwest
Distributors**

Seattle—Tacoma—Portland
Seattle, 2030 Dexter Avenue
Dean C. McLean, Mgr.

SEATTLE, WASH.

Lloyd X. Coder, Pres.-Mgr.

Est. 1919

SYSTEM Transfer & Storage Co.

2601-11 Second Avenue

Warehousemen & Distributors of
General Merchandise and Household Goods
Office and Desk Space—Low Insurance Rates
Member—A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

SEATTLE, WASH.

TAYLOR-EDWARDS Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through
DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's
Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.



OLYMPIC WAREHOUSE & COLD STORAGE CO.

MERCHANDISE STORAGE & DISTRIBUTION

J. R. GOODFELLOW, Pres.

FACILITIES—Cold Storage, 170,000 cu. ft.; Dry storage, 66,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding connects with all rail lines.

SERVICE FEATURES: Bonded U. S. Customs; State License No. 2; State Liquor Control Board. Pool car distributors. Office rentals (modern facilities, nominal rentals, telephone and stenographic service). **ASSOCIATIONS**—A.W.A. (C.S.); Wash. State Wharves Asso. **OTHER DATA**—Our negotiable warehouse receipts are accepted by banks as collateral for loans against merchandise stored in our warehouse.



1203 Western Avenue

Tel. Seneca 2466

Established 1931

Incorporated

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY

1990 Alaskan Way

GENERAL MERCHANDISE STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR DISTRIBUTORS

U. S. Customs Bond
Free Switching

SEATTLE, WASH.

Member A.W.A.—W.S.W.A.—S.T.O.A.

WINN & RUSSELL, INC.

U. S. Customs Bonded

General Merchandise Storage & Distribution

Trucking
Service

Insurance .1225 per \$100.00 a year

Fumigation

Represented by
NEW YORK CHICAGO
11 WEST 42ND ST. NEW YORK 36-0966 1535 NEWBURY AVE. CHICAGO 33

Free Switching

Attractive
Offices

SPOKANE, WASH.

Millard Johnson
Pres.

W. B. Fabbia
Supt.

Consign to

SPOKANE TRANSFER & STORAGE CO.

A. W. A.

308-316 Pacific Ave.

N. F. W. A.

Merchandise Department

Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.

Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Member of American Chain of Warehouses

TACOMA, WASH.

Pacific Storage & Transfer Co.

Member

Drayage, Storage & Distribution



Forward your Stop in Transit and Pool Cars in
our Care (Free Switching). Located in Center
of Wholesale District, 18th & Broadway.

Member A.W.A.—Wash. State Assn.

HUNTINGTON, W. VA.

HUNTINGTON WAREHOUSE CORPORATION

ESTABLISHED 1920

The only Merchandise Warehouse in
Huntington out of high water district
ECONOMICAL AND EFFICIENT
GENERAL MERCHANDISE STORAGE
POOL CAR DISTRIBUTION
COMPLETE TRUCKING FACILITIES
FOR POINTS IN OHIO-KY.-W. VA.
PRIVATE SIDING ON C. & O. RY.
NO SWITCHING CHARGES
MEMBERS — AWA — ACW

HUNTINGTON, W. VA.

There is a reason why the sales and traffic managers of national firms use us in our territory. We specialize in distribution of merchandise and have every facility necessary to give their customers quick action. Five million population served over night.

The W. J. Maier Storage Co.

WHEELING, W. VA.

Central Distribution for

- WEST VIRGINIA
- Western PENNSYLVANIA
- Eastern OHIO

POOL CAR DISTRIBUTION
GENERAL MERCHANDISE STORAGE

Members A.W.A.—A.C.W.—W. Va. M.T.A.

UNION

WAREHOUSE HOLDING CO.

Main, Sixteenth
and South Streets

Trenton Marine Terminal May Continue

Continued operation of the Marine Terminal at Trenton, N. J., in the belief improved business conditions eventually will justify its expense, was recommended by Archibald M. Maddock, chairman of the Trenton Advisory Board on Waterways and Docks, in a letter addressed to Trenton City Manager Morton following a recent (May 16) meeting of the board.

Maddock also questioned deficit figures which had been quoted by Morton on the grounds they included costs not properly chargeable against operation of the terminal. The Marine Terminal, it was contended, was placed in operation July, 1932, whereas amortization charges for bond issues include harbor improvements extending back as far as 1911.

Morton, in a previous letter to the terminal advisory board and the Trenton City Council, asked whether the city "has any right to subsidize industry" through continued bolstering of the Marine Terminal as benefit to local manufacturers. During the past 6 yrs., the city manager stated, operation of the port and amortization of its debt cost the taxpayers \$348,542.85, an average of \$58,090 a year. He requested a recommendation from the terminal advisory board.

In reply, Maddock declared a revised accounting system is necessary if an "intelligent survey" of port costs is to be made. He upheld handling of the terminal operation by Port Manager Arthur W. Dover.

Port deficits as now listed by the Trenton city auditor follow: 1932, \$48,339; 1933, \$66,410; 1934, \$70,431; 1935, \$61,324; 1936, \$49,277, and 1937, \$52,659.

Labor Wage Cut May Bring a Strike

Railroad labor leaders representing 1,000,000 workers warned rail executives May 19 that "the only ultimate result" of the 15 per cent wage cut ordered by the rails "will be a nationwide strike."

Asserting that they had been "double crossed," members of the railway labor executives' association held

EAU CLAIRE, WIS.

SIOUX**Storage & Forwarding Company***Warehousing & Distribution*One of the finest in the State
Licensed & Bonded

113-119 S. Dewey St.

Eau Claire, Wis.

GREEN BAY, WIS.

Established 1903

LEICHT TRANSFER AND STORAGE CO.

121 South Broadway

Merchandise Distributors and Household Goods Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.

U. S. Customs, Warehouse, State and Public Bonded.

Waterfront Facilities; Private Siding CB&W.

Wood Pulp a Specialty. Pool Car Distribution.

Members of MayWA—WisWA

MADISON, WIS.

Established 1895

The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch

Fireproof Building 85,000 Square Feet

Pool Car Distribution by Truck or Rail

Private Siding Milwaukee Road

Free Switching All Roads

Member of A.W.A.—Wisconsin W.A.



MILWAUKEE, WIS.

*in Milwaukee*United States Government
Bonded, State of Wisconsin
Licensed and Bonded.**ATLAS STORAGE CO.**

Division of P&V-Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street Chicago—219 E. North Water Street

San Francisco—625 Third Street

MILWAUKEE, WIS.

LINCOLN**FIREPROOF WAREHOUSE CO.**
WAREHOUSE SERVICE + RAILROAD SIDINGS
OF EVERY DESCRIPTION + DOCKING FACILITIES
LOCATED IN HEART OF BUSINESS DISTRICT
OFFICES: 206 W. HIGHLAND AVE.
Member of A.W.A.—W.W.A.—N.F.W.A.

an emergency meeting at Washington to make plans to fight the cut which the railroads will attempt to enforce beginning July 1.

"The railroad workers of America, already grossly underpaid, simply will not accept a wage reduction of any kind," a spokesman for the labor group declared. "They have already been heavy sufferers from the railroads' policy of putting the payment of interest to wealthy bondholders above decent living standards for their employees. The workers will not submit to any further victimization along that line."

While railway men were threatening direct action, Senator Wagner of New York, is seeking to permit an amendment to his bill covering the railway loan that will make it more acceptable to the Senate. He would seek a pledge from the railway managements desiring loans that they will not cut wages.

MILWAUKEE, WIS.

ESTABLISHED 34 YEARS

HANSEN STORAGE CO.

850 Foot Dock



Largest in Wisconsin
18 Warehouses
Specializing in—
Merchandise Distribu-
tion and Complete
Branch House Services

TRACK CAPACITY FOR 50 CARLOADS
DEPENDABLE EXPERT QUICK SERVICE

MILWAUKEE, WIS.

NATIONAL TERMINALS CORPORATION

954 SO. WATER STREET

Tel. Mitchell 5444

Milwaukee's most modern and best located Waterfront Warehouse. Automobile storage. Warehousing on unit basis for spot stocks. Storage "in transit". Pool car distribution, Customs Bonded.

Member of A.W.A. & W.W.A.

MILWAUKEE, WIS.

AN ASSOCIATED

**"MILWAUKEE'S
FINEST"****NATIONAL WAREHOUSE
CORPORATION**Serving the Nation's
Leading ShippersEVERY PHASE OF
GENERAL
MERCHANDISE
WAREHOUSING
and
DISTRIBUTION—C.&N.W.R.R.
Sidings—

OUR PROPERTIES—BONDED—RESPONSIBILITY

New York Office.....Tel. Murray Hill 9-7645

Chicago Office.....Tel. Franklin 6263

Member—American Warehousemen's Ass'n.

RACINE, WIS.

*In
Racine!*

The Racine Terminal Warehouse offers every storage and distribution facility. Modern fireproof building especially built for warehouse service. Motor freight terminal. Private rail siding. Dock facilities. Experienced and responsible management.

Merchandise Storage—Moving—
Packing—Shipping**RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY**

1 to 7 Main Street, Racine, Wis.

WAUKESHA, WIS.

HAROLD T. ORR, Pres. & Mgr.

ORR TRANSFER & STORAGE CO.

212 W. SAINT PAUL AVE.

STRICTLY HOUSEHOLD GOODS STORAGE

MACHINERY MOVING AND ERECTING

DISTRIBUTE POOL CARS

Ship via C. M. & St. P. Ry. - Yellow Truck Lines, Inc. - CARGO INSURANCE
Member, North American Van Lines, Inc.

CASPER, WYO.

CASPER TRANSFER & STORAGE CO.

P.O. Box 1953

Casper, Wyoming

Warehouses at the Corner of
Beech & "C" and 1st & MarketMerchandise—Household Goods
Storage and Distribution

CANADA

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE

JOHNSTON

National Storage, Ltd.

STORAGE — CARTAGE
FORWARDING — DISTRIBUTING*You Can Buy No Better Service*

LONDON, ONTARIO

FIREPROOF WAREHOUSES LIMITED

Merchandise storage and distributors. Furniture storage with local and long distance cartage service. Siding from C.N.R. and C.P.R., with interswitch from Michigan Central. We own and operate two fireproof constructed warehouses with low insurance.

TORONTO, ONTARIO

Tippet-Richardson, Ltd.

Furniture Storage — Crating and shipping — Long distance moving.

218 Front St., E., Toronto, Ontario

C. F. B. Tippet, Pres.

Howell Warehouses, Ltd.

General merchandise storage and distribution. Soliciting American accounts doing business in Canada.

TORONTO, ONTARIO

W. J. PICKARD, Ltd.

369 Church St.

PACKING—MOVING—STORING—SHIPPING
OF HOUSEHOLD GOODS

TORONTO, ONT.

M. A. Rawlinson, Pres., J. H. Warren, V. Pres.
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Ontario Amendment on Truck Flare Law

A proposed amendment to the Ontario Highway Traffic Act, specifying that all truck flares must be capable of burning until dawn, has been submitted to the Ontario Legislature.

Under the changes of the amendment, if a truck pulls off the road just after dark, the flares must give a steady warning light until morning. In certain seasons, this might be a period of 11 or 12 hrs., as compared with the present regulation of 8 hrs.

Restricted Rights Protested by H. H. G. Carriers

Following numerous protests received from household goods carriers about the restricted rights being granted to them under the Motor Carrier Act, officials of the Bureau of Motor Carriers, according to J. F. Rowan, executive secretary of the Household Goods Carriers' Bureau, are considering the advisability of subjecting this matter to formal determination.

The Act provides that "grandfather" carriers be given authority, on proof of bona fide operation, to continue in service "over the route or routes, or within the territory for which application is made." This language has prompted two interpretations: one, that the carrier be granted only such territory and rights as he actually is able to prove; the second, that issuance of point-to-point certificates to household goods carriers is curtailing service, increasing cost of operation and changing the nature of the business conducted prior to the Act.

According to Mr. Rowan, failure to recognize the significance of the phrase "within the territory" unfortunately has resulted in applying a regular route yardstick to a call and demand service. The radial application which is being applied to so many household goods certificates, in effect, denies the rights of the carrier to operate to and between all points within the territory, thereby defeating the spirit of the law.

The broader school of thought begins with giving the carrier every reasonable advantage of his original set-up on June 1, 1935, avoiding sharp technicalities and administrative jams. A more liberal interpretation of the rights of household goods carriers should tend to speed the processes of regulation in this branch of the motor carrier industry.

I.C.C. Without Authority to Give Reparation on Truck Rates

The Interstate Commerce Commission is without jurisdiction to award reparation or to make findings as to the reasonableness of rates charged in the past under the Motor Carrier Act.

So stated Joint Board 17 in answer to the complaint of Kingan & Co., an Indianapolis, Ind., meat packing firm, against joint through rates charged by Olson Transportation Co. and Ben's Tri-State Motor on shipments of cheese, minimum weight, 5,000 lbs. or over from Green Bay, Wis., to Indianapolis.

At the same time, however, the board found that the carriers' "present" joint rates of 65 cents, minimum 10,000 lbs., and 55 cents, minimum 16,000 lbs., "are and for the future will be unreasonable to the extent that they exceed, or may exceed the combination rate of 61 cents and 52 cents, respectively."

The board stated that it was Kingan & Co.'s "avowed purpose" to obtain a finding that the rates charged in the past were unjust and unreasonable, "so that it may use this finding as a basis for a court action."

"It admits that this commission lacks jurisdiction and power under the Motor Carrier Act, 1935, to award

reparation, but insists that it is empowered and required therein to make findings as to the applicability and reasonableness of rates charged in the past."

It is evident from a study of the Act, the board stated, that the commission is powerless to award reparation. The board pointed out that the Act contains no provisions comparable with sections of the Interstate Commerce Act, "nor any other provisions from which authority could be derived to award reparation."

"Complainant concedes this but contends the commission has the duty, nevertheless, of determining the question of reasonableness of rates charged in the past and of making appropriate findings with respect to such rates.

"Although it says that the authority is in the Motor Carrier Act, 1935, it fails to specify the provisions, and most of its premises arise outside of the statute. In brief, it argues that since Congress has legislated in the field of interstate motor rates, the common law right of action for the exaction of an unreasonable rate cannot be exercised without a previous determination by the commission.

"Assuming this, it contends that if the commission does not take jurisdiction, it will be without remedy. These arguments, based on inconvenience and hardship, do not affect interpretation. The question here is whether, in the absence of the power to award reparation, the commission nevertheless must make findings as to the reasonableness of rates charged in the past when such rates are complained of.

"Having no power to award reparation, neither has the commission power to make findings as to past rates. Such power, if found, would have to come from a strained and illogical construction."

Citing the various provisions of the Motor Carrier Act pertaining to rates, the board added:

"No provision is found from which it could be construed or reasonably inferred that the commission has jurisdiction or power to act upon rates of the past. If a jurisdiction of such great importance were intended, it would not have been left to inference but would have been specifically delegated in plain terms as it has been in the matter of divisions of joint rates.

"It is a fact of significance, moreover, that the Act contains no statute of limitations such as is found in Section 16 (Part 1) of the Interstate Commerce Act."

Stating that "it is clear" that a complaint can be made only as to a rate in effect, or proposed to be put into effect, the board added that the complaint must allege that such a rate is or will be in violation of sections 216 or 217 of the Act.

"Unless in the complaint there is an allegation either that the rate complained of is in effect or that it is proposed to be put into effect, the commission's jurisdiction would not be invoked. In acting on such complaints the commission would be precluded from finding retrospectively; first, because it would lack jurisdiction, and second, because its power and duty is to find only as to a rate thereafter to be charged."

"It appears," the board stated, "that the provisions of the Act relative to joint rates is permissive in character only, and that any joint rate established by a carrier is to be considered reasonable, legal and lawful until otherwise proven before the commission."

Turning to its recommendations for establishment of maximum joint rates to apply in the future, the board stated:

"The same principles that were applicable to rail rates prior to the enactment of the Elkins Act are now applicable to motor carrier rates. When motor carriers voluntarily publish a joint through rate that is in excess of the aggregate of intermediates the burden is upon such carriers to justify such higher rate. . . .

"Defendants herein have offered no justification of the assailed rates."

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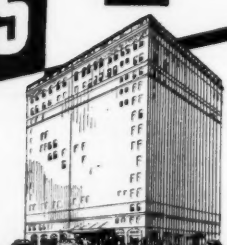
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